THE LITERARY DIGEST

PUBLIC OPINION (New York) combined with THE LITERARY DIGEST

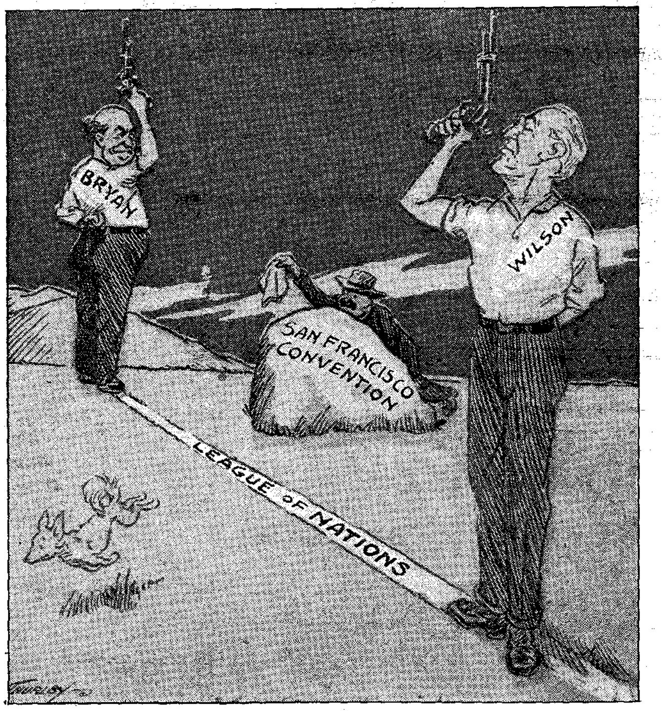
Published by Funk & Wagnalls Company (Adam W. Wagnalls, Pres.; Wilfred J. Funk, Vice-Pres.; Robert J. Cuddihy, Treas.; William Neisel, Sec'y), 354-360 Fourth Ave., New York

Vol. LXV, No. 11 New York, June 12, 1920 Whole Number 1573

TOPICS - OF - THE - DAY

THE FIGHT FOR CONTROL OF THE DEMOCRATIC PARTY

THAT FAMILY RUCTIONS will rock the Democratic convention in San Francisco is a prediction that seems to gain weight as we examine the utterances of the Democratic press. "Anybody who craves excitement would do well to buy a ticket to San Francisco about the end of June," suggests the Dallas *Times-Herald* (Ind. Dem.). The excitement, we gather from the news and editorial columns, will probably consist of a fight between the Wilson and the Bryan forces on the League of Nations issue, with possibly a minor bout between the "dry" and "wet" factions of the Democracy under the leadership respectively of William J. Bryan and Governor Edward I. Edwards. The struggle between Mr. Bryan and President Wilson, in the opinion of many observers, involves something more than the kind of League plank to be written into the party platform; it involves the question of party leadership. The President's uncompromising opposition to the Lodge reservations, recently reaffirmed in his telegram to an Oregon Democratic Committeeman and in his indorsement of the platform of the Virginia Democrats, was a challenge promptly taken up by Mr. Bryan. Hence the situation in San Francisco, remarks the Richmond *Times-Dispatch* (Dem.), will be "but a continuation of the direct antagonism between the attitudes of the two men, precipitated at the Jackson-day dinner in January, with the rivalry for the party leadership in the pending campaign headed toward the intensive stage." "If the President loses in his fight for treaty paramountcy, without reservations, leadership of the party will be wrested from his hands," continues the same Virginia paper. "Mr. Bryan firmly intends to serve Democracy at San Francisco, either as doctor or undertaker," affirms the Little Rock *Arkansas Democrat* (Dem.), which remarks further that "when Nebraska sent William Jennings Bryan to San Francisco in control of the State delegation she eliminated the possibility of a cut-and-dried convention and cast a heavy shadow over the rosy plans of the Eastern Democracy."



READY!

—Thurlby in the Seattle *Times*.

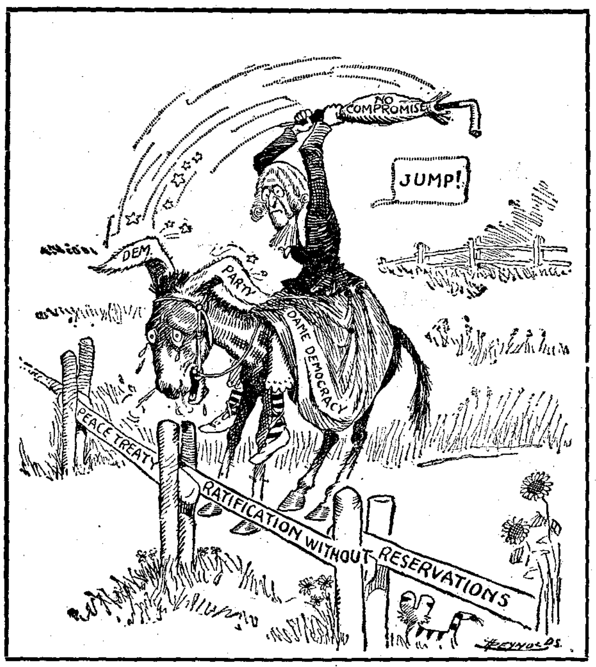
The editor of the Louisville *Times* (Dem.), however, predicts that "the Wilson-baiters in the party will not be permitted to practise it as a profession in San Francisco," and that "Mr. Bryan will not be the force he was at Baltimore." The New York *World* (Ind. Dem.), which does not share President Wilson's uncompromising attitude toward reservations, nevertheless remarks that "the much-advertised revolt against President Wilson's leadership seems to be confined chiefly to William J. Bryan, Senator Reed, of Missouri, Senator Hoke Smith, and Thomas E. Watson, of Georgia, and Tammany Hall; and thus far it has been successful only in Georgia and in Tammany." Elaborating its thesis, *The World* goes on to say:

> "The Missouri Democrats in their State convention not only repudiated Senator Reed, but they refused to permit him to be a delegate to the San Francisco convention. Mr. Bryan sustained an equally decisive defeat in the Nebraska convention, which adopted a straight-out Wilson platform.
>
> "The Washington Democrats, the Michigan Democrats, the Virginia Democrats, and the Indiana Democrats have unreservedly indorsed the President and the League of Nations. In Virginia the convention declared that the League is 'the surest, if not the only practicable, means of maintaining the permanent peace of the world and terminating the insufferable burden of great military and naval establishments.' In Indiana, which is one of the States in which it was said that the party was antagonistic to the President, the platform not only declares that 'the record of his achievements is unsurpassed,' but—'We demand the ratification of the Treaty of Versailles and American membership in the League of Nations as presented by the President to the Senate of the United States.'"

On the other hand, the Brooklyn *Eagle* (Ind. Dem.), deploring the prospect that the President's attitude will produce in the Democratic convention "not unity, but a fight," has this to say of the situation:

> "The considerable Democratic element which follows Mr. Bryan, or which, at least, thinks as he does regarding the ratification, believes that the only way to obtain ratification and secure the entry of the United States into the League of Nations is to incorporate reservations in the body of a ratifying resolution, which reservations shall limit our partnership in the League to an extent Mr. Wilson considers fatal to the success of that enterprise. *The Eagle* has held, and still holds, that as between a Treaty ratified with highly restricted reservations and a Treaty not ratified at all it is better to ratify with reservations.
>
> "The plain truth of the matter is that American opinion is not

following and will not follow Mr. Wilson in his demand for unreserved ratification. Democratic opinion as a whole is not following and will not follow him in that demand. Opinion among our former Allies is not following him and will not follow him in that demand, because our former Allies have discerned the trend of American opinion, and have let us know as plainly as they can that they infinitely prefer the ratification of the Treaty on any terms acceptable to two-thirds of the Senate to an indefinite postponement of ratification through another deadlock.



A BALKY MULE.

—Reynolds in the Tacoma *Ledger*.

"The Democratic party will not change the complexion of the Senate, and it will not, in our judgment, even maintain its present strength in that body if it goes to the people on a platform demanding unqualified ratification."

"Unless Democratic leaders are bound hand and foot to the President's political chariot, they must resent the attempt of the President to determine what shall or shall not be the issues of the campaign," remarks the Canton *News* (Ind. Dem.), which suggests that perhaps it will be "a Wilson platform with the President the only person willing to be a candidate." "The President regards himself as the party, and all the rest as atmosphere," exclaimed the Providence *News* (Ind. Dem.), the day after the publication of his letter to Chairman Hamaker, of the Portland (Oregon) Democratic Central Committee. Mr. Hamaker had written to ask whether the President considered it important to nominate candidates in the State primary pledged to ratify the Treaty of Versailles without the Lodge reservations. The President's answer was in these words:

> "I think it imperative that the party should at once proclaim itself the uncompromising champion of the nation's honor and the advocate of everything that the United States can do in the service of humanity; that it should therefore indorse and support the Versailles Treaty and condemn the Lodge reservations as utterly inconsistent with the nation's honor and destructive of the world-leadership which it had established, and which all the free peoples of the world, including the great Powers themselves, had shown themselves ready to welcome."

This drew from Mr. Bryan a statement explaining that—

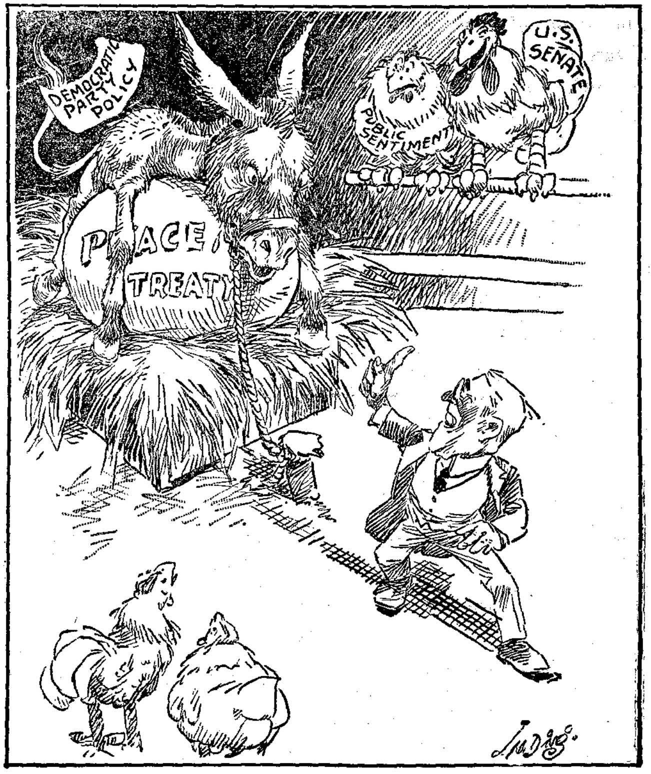
> "Broken down in health by the weight of cares and anxieties such as have fallen to no other occupant of that high office, the Chief Executive has been denied the information essential to sound judgment and safe leadership."

Senator Reed characterized the President's stand as "the finest scheme of political suicide yet devised," and the New Orleans *Times-Picayune* (Dem.), complaining that "it seems to have pleased nobody save Senator Lodge and those alined with him," affirmed that—

> "The majority opinion of the nation, shaped upon careful study and matured conviction of thinking men and women in both parties, favors ratification of the Treaty with reasonable reservations, and adherence to the League of Nations. It condemns the Lodge reservations, we think, almost as strongly as Mr. Wilson condemns them; but it is quite as strongly opposed to ratification without any reservations whatsoever. By permitting the spread of the impression that he will fight to the last ditch for unqualified ratification, the President is merely playing into the hands of the opposition party and of the opponents of Treaty and League within his own party."

By this stand the President "subjects his own leadership of the Democratic party to a crucial test," remarked the Richmond *Times-Dispatch*, which went on to say:

> "Not only is party opinion throughout the country not united in support of the Treaty without changes in its text, but practically all of the party's representatives in the Senate are on record as voting for reservations of one kind or another, regarded by them as necessary to the safeguarding of American interests. So steadily has this sentiment been growing in the party that its reflection in tremendous force in the San Francisco convention is a foregone conclusion. That means the issue as presented by the President will have to be fought out to a finish, both in the writing of the platform and in the choice of a candidate that fits the platform. In the fight the President thus precipitates he asks the delegations from forty-eight States, representing various phases of Treaty opinion and their own candidates, to subordinate their own ideas and their own preferences for candidates to his 'single-track' idea of making the Treaty the one dominant issue of the campaign, with the choice of a candidate restricted to a man who will stand squarely on this platform and make the fight for ratification without any reservations whatsoever.
>
> "For the President to assume that he can make a winning fight before the convention on the issue as thus presented bespeaks courage of a high order and a fatuous confidence in the invulnerability of his attitude little less than remarkable. If it should turn out that this confidence is not misplaced, the President will go down in history as Democracy's most dominating figure. If he fails, he will be correspondingly discredited."

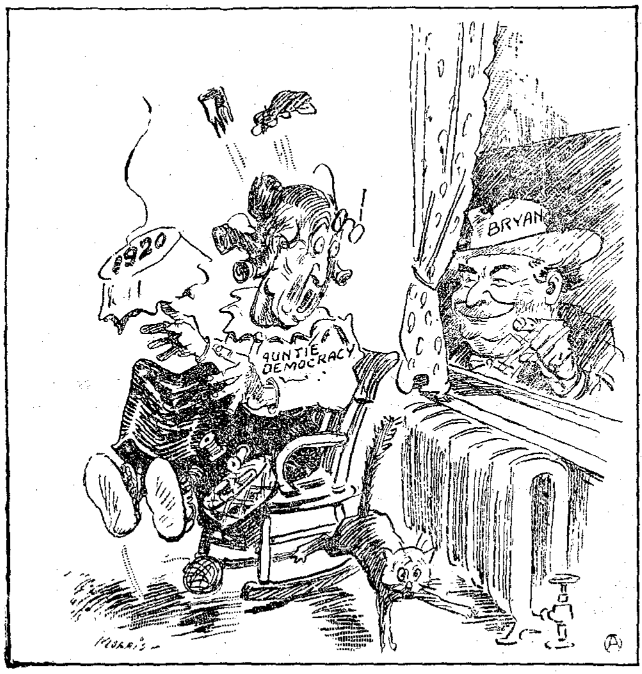


Copyrighted by the New York Tribune, Inc.

AN OLD EGG IN A NEW SETTING.

—Darling in the New York *Tribune*.

To the Beaumont *Enterprise* (Dem.), on the other hand, the President "has made plain the path which his party and the people ought to follow, and the one which undoubtedly they will follow." The Pittsburg *Post* (Dem.) hails his statement as "a call that the Democratic party can not evade," and *The Sun* (Dem.), of the same city, rejoices that the President has "placed the Democratic campaign on a high moral plane." "Stand by Wilson" is the slogan sounded by such Democratic organs as the Norfolk *Virginian-Pilot*, Raleigh *News and Observer*, Charlotte *News*, Charlotte *Observer*, Spartanburg *Journal*, and Philadelphia *Record.*



Protected by the George Matthew Adams Service.

THE FACE AT THE WINDOW.

—Morris in the Bridgeport *Herald.*

The sting of the President's Oregon letter, as Mr. Mark Sullivan points out in his Washington correspondence of the New York *Evening Post*, lay in the fact that "of the forty-seven Democrats in the Senate three have always opposed the League entirely, twenty more voted in favor of the Lodge reservations, and two more were paired against the Lodge reservationists." Ten of these Senators, Mr. Sullivan reminds us, "are coming to the end of their terms this year, and if they want reelection they can not afford to remain under the odium of Presidential disapproval." Therefore—

> "They have a vital interest in getting the San Francisco convention not to stand by the President's position, but to indorse theirs. The aggregate power in the convention of these Senators, and of the many others who sympathize with them, must necessarily be great."

Further evidence of the division between President Wilson and Mr. Bryan on the League issue is discovered by the correspondents in the President's unqualified indorsement of the platform adopted by the Virginia Democrats, and written, it is said, by Senator Carter Glass. In a Washington dispatch to Mr. Hearst's New York *American* we read:

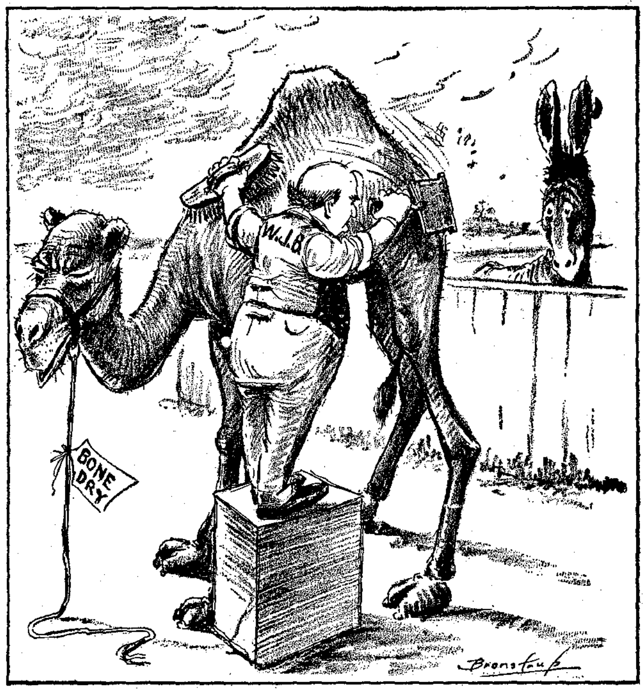
> "As the platform unreservedly supports the Treaty and the League covenant, and the efforts made by the President to have them ratified, there remains no longer any question that the President intends to exert all his influence to have the San Francisco convention adopt a similar platform.
>
> "The big fight, therefore, will come when the Wilson forces standing for indorsement of the League clash with the faction led by Mr. Bryan, which insists that unless the party declares for the adoption of reservations it will be doomed to defeat in the November election."

"Mr. Bryan will be a large figure, almost an overtopping figure, in the San Francisco convention," writes Mr. Mark Sullivan in the Des Moines *Register*. Mr. Sullivan goes on to say:

> "Just how Mr. Bryan will use his power is, of course, a matter of surmise; but some things can be taken as fairly obvious. He will undoubtedly put himself on the committee on resolutions. That is the committee into which any 'wet' plank proposed for the Democratic platform must first be introduced. In that committee, with Mr. Bryan present and with his war paint on, a 'wet' plank will have short shrift. . . . . . .
>
> "Next to the 'wet' issue Mr. Bryan may be expected to make his influence felt in the matter of what the Democratic convention is to do about the League of Nations. . . . . . .
>
> "Mr. Bryan is well known to be in favor of accepting comparatively extreme reservations and adopting the Treaty as promptly as possible. His opposition to President Wilson on this point is well known. Any hope the Administration may have had of getting the San Francisco convention to indorse the League of Nations in the original Wilson form of the dotted 'i's' and the crossed 't's' may now be dismissed.
>
> "In the matter of naming the Democratic candidate Mr. Bryan may be expected to make his influence felt to the last ounce of his power. Regardless of the number of delegates he controls, his own personal power is equal to a battalion of delegates. What he can do with nothing but the powers that are within himself was shown in 1912, when he forced the nomination of President Wilson on a convention in which more than half of the delegates had already put themselves on record in favor of Champ Clark."

The chief contest at San Francisco, in the opinion of the Hartford *Times* (Dem.), "will be between the element represented by Governor Edwards, of New Jersey, who has announced his candidacy on a personal-liberty platform, and that headed by William Jennings Bryan, who represents the 'dry' forces." We read further:

> "The support Edwards has been getting in the large cities indicates the cities' opposition to bone-dry prohibition. The support Bryan got, especially in the country districts, indicates that the rural regions are as strongly opposed to letting down the bars to liquor of any kind as the cities are in favor of relaxing the restrictions of the Volstead Act. Should the Democratic national convention adopt an antiprohibition plank that will antagonize the rural voters, it will lose the advantage it now has. On the other hand, if it should ignore the demand of the city voters it might sacrifice their support. Our opinion is that the whole matter has no place in the convention, and should be left to action by Congress without putting the party on record. Resolutions for relaxation of prohibition are likely to put the party in the false position of being supported by an element the country has driven out of politics and wants to keep out of politics."



THE SUBSTITUTE.

—Bronstrup in the San Francisco *Chronicle.*

© Underwood & Underwood.

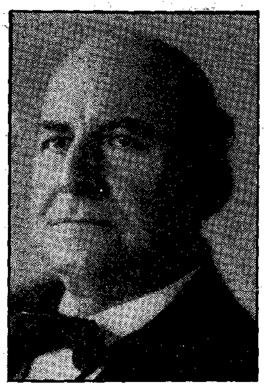
WM. G. M'ADOO.
102,719

© Sun Printing & Pub. Assn.

PRES. WOODROW WILSON.
67,588

© Paul Thompson.

GOV. EDW. I. EDWARDS.
61,393


© Blank & Stoller.

WM. J. BRYAN.
46,448

GOV. JAMES M. COX.
32,343

FINAL STANDING OF THE DEMOCRATIC CANDIDATES

"THE FIGHT OF ITS LIFE" is predicted for the Democratic party, even by its sincerest friends and well-wishers, on the basis of the Democratic showing in THE DIGEST's poll of the nation. A darker significance is, of course, discovered and hailed with satisfaction by many Republican prophets who examine the poll from a slightly different point of view. If these returns of over a million and a half votes from a canvass of 11,000,000 voters of the country show anything at all, say the Republicans, it is the "demoralization" of the Democratic party. The Greenville (N. C.) *News* (Dem.) replies for the defense that the state of mind shown by THE DIGEST's poll probably agrees with what "seems to be the Democratic policy this year, to leave delegates to the national convention free to meet as they think best developments which may arise." Such strategy is recommended especially by the consideration that the action of the Republican convention "may throw some light on the rather beclouded Democratic national highway." In this concluding paragraph *The News* faces the situation revealed by the poll, and is not disheartened:

> "Results so far in the most ambitious attempt ever made to get at the sentiment of the country with regard to a Presidential candidate show one thing very clearly: the Democratic voters are not saying what they are going to do. In THE LITERARY DIGEST test vote, for which eleven million ballots were sent out, the leading Republican candidate has polled more votes than all the Democratic candidates combined, and at least two Republican candidates have received more Democratic votes than any Democrat in the running. That merely serves notice on the Democratic party that when it is finally lined up for the battle of ballots it had better have the right platform and the right man."

First Choice		Second-Choice Votes.				
		McAdoo	Wilson	Edwards	Bryan	Cox
McAdoo	102,719		5,248	3,301	4,169	7,165
Wilson	67,588	14,421		2,014	3,740	1,809
Edwards	61,393	5,116	2,052		367	3,441
Bryan	46,448	5,390	2,529	347		1,573
Cox	32,343	5,754	1,025	2,335	1,157	
Total Second Choice.		38,840	12,506	10,241	11,629	16,614
Total First Choice.		102,719	67,588	61,393	46,448	32,343
Grand Total		141,559	80,094	71,634	58,077	48,957

Whatever may have been the fortunes or misfortunes of Herbert Hoover in the Chicago convention, which is about to meet as this article goes to press, it is a singular fact that, despite his avowed Republican preference, he has more than a passing claim to consideration as the leading Democratic candidate. THE DIGEST's poll gives him 94,927 declared Democratic votes as against only 86,817 for Mr. McAdoo, who leads the Democrats. This lead, which amounts to almost ten per cent. of Mr. McAdoo's total Democratic vote, may be influenced to a certain extent by the fact that some of the Hoover votes listed as Democratic might more truthfully be classified as temporarily Democratic, since they were cast by voters normally Republican who voted the Democratic ticket in 1916. More of this sort of vote, it might also be argued, goes to Johnson, whose total of 56,865 declared Democratic ballots exceeds the declared Democratic vote of any Democratic candidate except Mr. McAdoo. Perhaps the most remarkable feature of this situation may be epitomized in the statement that,

	First Choice	Second Choice	Democratic Votes	Republican Votes	Other Parties	New England States Total	Mid. Atlantic States Total	East North Central States Total	West North Central States Total	South Atlantic States Total	East South Central States Total	West South Central States Total	Mountain States Total	Pacific States Total	Source Unknown
DEMOCRATS															
William Jennings Bryan	46448	29906	36508	2524	7416	720	3789	10292	12111	4654	4031	6228	1812	2568	243
Champ Clark	22113	32982	19255	653	2205	948	2278	3219	5449	2892	2258	3314	831	890	34
Gov. James M. Cox	32343	30793	27402	2175	2766	322	1283	16935	1787	3169	7201	1010	310	240	86
Gov. Edward I. Edwards	61393	29679	40043	13853	7497	2910	18822	12596	8828	7451	4044	3303	1399	2015	25
Thomas R. Marshall	11659	21293	9844	395	1420	280	912	4907	893	1732	1087	1246	306	259	37
William G. McAdoo	102719	89348	86817	4951	10951	3054	10588	17456	17292	17775	12010	14480	4197	5682	185
Mitchell Palmer	19003	30532	16522	549	1932	344	3263	2007	1686	5624	2328	2803	560	334	54
Pres. Woodrow Wilson	67588	26049	54996	4280	8312	3198	8996	10936	7963	10729	8109	10831	2377	4312	137

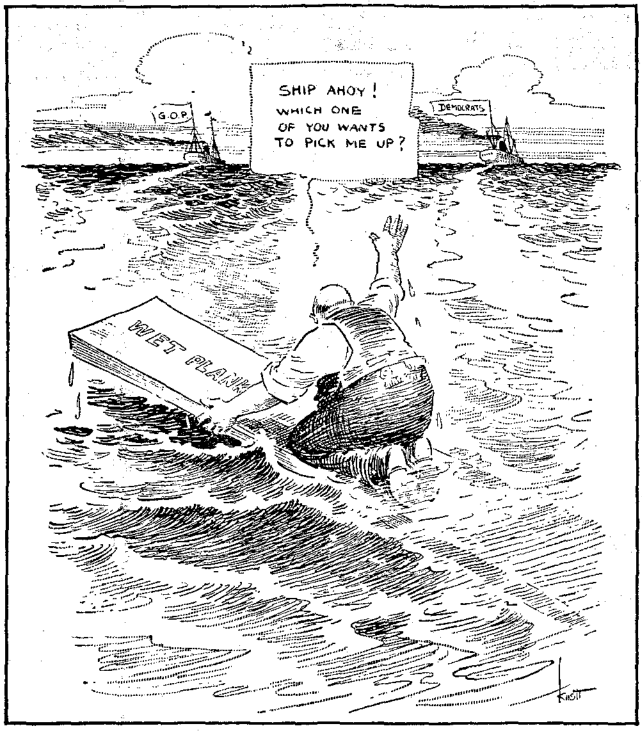
in a national poll which is everywhere conceded fairly to represent the national political temper. Hiram Johnson receives nearly 2,000 more declared Democratic votes than are credited to President Wilson.

Leaving Republican complications aside, Mr. McAdoo is revealed as easily first in popular Democratic opinion. His first-choice vote more than equals the total of the first- and second-choice for the next highest candidate. There is, therefore, no such contest in the Democratic camp as, according to the same test applied in these columns last week, was shown to exist among the three Republican leaders, Wood, Johnson, and Hoover. The small table printed in the center of the preceding page will give an idea of the distribution of second-choice votes among the leading Democratic candidates. Thus President Wilson's ballots showed a total of 14,421 second-choice votes for McAdoo, 2,014 for Edwards, 3,740 for Bryan, and 1,809 for Cox.

Governor Edwards, of New Jersey, as the Columbia *Record* points out, is shown by THE DIGEST's poll to have received a total of 13,853 Republican votes, practically equaling the combined Republican vote of McAdoo, Wilson, Bryan, Cox, and Palmer. Attorney-General Palmer has throughout run a close race with Debs, the Socialist candidate, for whose incarceration in the Atlanta Federal Penitentiary Mr. Palmer's Department of Justice is responsible. Mr. Palmer leads the convict by 19,003 votes to 16,424 in the final tabulation presented herewith. Among the candidates not listed in the table ex-Ambassador Gerard has first place, with a total of 4,989 first-choice ballots and 14,571 seconds. Senator Hitchcock follows, with 4,964 first-choice votes and 10,341 seconds. Senator Owen has 3,299; Secretary Baker, 3,132; and Secretary Meredith, 901.

THE DIGEST's poll concludes with this report. The following paragraphs from the Philadelphia *North American* credit the canvass with achieving all that it was expected to achieve, and may be offered here as a kind of valedictory:

> "If the straw vote had not proved its value in the past, this experience would demonstrate it. In arranging and carrying out the great project THE LITERARY DIGEST has shown notable enterprise, but it has done more—it has rendered a distinct public service.
>
> "If Roosevelt had lived this experimentation would have been superfluous, but his death left the situation obscure, if not chaotic. The nation-wide poll has supplied the public with information it wants and needs. The project rests, indeed, upon the same principle as the direct primary, in that it provides the voters with a means of expression and creates a distinct obstacle to the forcing of a nomination in defiance of the wishes of the party members. Because in many States there are defective primary laws, or none at all, this is really the only effectual way of revealing the tendencies of national sentiment.
>
> "The straw-vote results are being seriously studied by politicians, and will have a very substantial influence upon the delegates to the convention. Had there been such a convincing demonstration as this in 1912 the Old Guard would not have dared to defy the Roosevelt sentiment that would have been registered. This year the Republican voters have means of knowing what the majority wishes are, and any attempt to manipulate the convention and name a candidate condemned by this straw vote would be an invitation to disaster."


SHIP AHOY! WHICH ONE OF YOU WANTS TO PICK ME UP?
G.O.P.
DEMOCRATS
WET PLANK
Knott

HE DOESN'T CARE WHICH.

—Knott in the Dallas *News*.

THE SUPREME COURT'S DRY DECISION

ANOTHER NAIL IN THE COFFIN of John Barleycorn is, in effect, what the Supreme Court's decision in the Ohio Dry Amendment case amounts to. That is apparently the press verdict on the Court's verdict. The Court holds that when a State legislature has once ratified a Federal constitutional amendment, the matter can not be reopened and submitted to popular vote for ratification by States having referendum provisions in their constitutions. In other words, the Prohibition Amendment is a fixture, and the opinion of the Court is expected to discourage other States from taking referendum votes. The decision, which is also interpreted as a suffrage victory, was unanimous, and it destroyed one of the principal remaining hopes of the "wet" forces when it reversed the Ohio Supreme Court's decision in the matter. The higher Court's opinion puts an end to any controversy as to whether Ohio has ratified the suffrage and liquor amendments, and places Ohio in the list of States that have approved these amendments. The method of ratifying amendments, the Court holds, is a national power specifically granted by the Federal Constitution, and the States have no authority to provide otherwise. If each State had the power to make such a provision, the Court points out, endless confusion would result.

The decision of the Supreme Court, however, does not affect other pending prohibition cases, as none involved that question except indirectly, say Washington correspondents. In view of the fact that forty-five of the forty-eight States have ratified the liquor amendment, it is widely conceded that even if the Supreme Court had held that the Prohibition Amendment could be submitted to the voters, enough States without referendum provisions in their constitutions would remain to provide the required three-quarters majority. In their decision the Supreme Court Justices said:

> "The argument to support the power of the State to require the approval by the people of the State of the ratification of amendments to the Federal Constitution through the medium of a referendum rests upon the proposition that the Federal Constitution requires ratification by the legislative action of the States through the medium provided at the time of the proposed approval of an amendment. This argument is fallacious in this: ratification by the State of a constitutional amendment is not an act of legislation within the proper sense of the word. It is but the expression of the assent of the State to a proposed amendment.
>
> "It is true that the power to legislate in the enactment of the law of a State is derived from the people of the State, but the power to ratify a proposed amendment to the Federal Constitution has its source in the Federal Constitution. The act of ratification by the State derives its authority from the Federal Constitution to which the State and its people have alike assented.
>
> "The framers of the Constitution realized that it might in the progress of time and the development of new conditions require changes and they intended to provide an orderly manner in which these could be accomplished. To that end they adopted the Fifth Article.
>
> "This article makes provision for the proposal of amendments, either by two-thirds of both Houses of Congress or on applica-

tion of the legislatures of two-thirds of the States, thus securing deliberation and consideration before any change can be proposed.

"The proposed change can only become effective by the ratification of the legislatures of three-fourths of the States, or by conventions in a like number of States. The method of ratification is left to the choice of Congress. Both methods of ratification, by legislatures or conventions, call for action by deliberate assemblages, representative of the people, which it was assumed would voice the will of the people."

"The Court's ruling on the referendum is no 'wet' knockout, however," asserts the New York *Globe*, and we are reminded that the decision has no bearing upon the attack on the constitutionality of the Volstead Act or the much-discust meaning of "concurrent power." Furthermore, *The Globe* cheerily informs us:

"The knotty question over which the justices of the Supreme Court have been wrangling these many months . . . has been comprised in the two words of the Eighteenth Amendment, 'concurrent power.' This question is not affected in the slightest, it is agreed here, by the decision of the unconstitutionality of a referendum on a constitutional amendment.

"The Court can very well give a liberal interpretation to the meaning of 'concurrent power' of the Federal and State governments in enforcing the amendment, without violating the principle it established in ruling unconstitutionally the theory that every man and woman voter in the country must have an opportunity to pass individually upon a constitutional amendment."

Washington correspondents believe the principle of State rights to be in the balance. And as to the Prohibition Amendment, the New York *Times* quotes the attorney for the brewers as saying of their fight upon the constitutionality of the Eighteenth Amendment and the Volstead Enforcement Act:

"The Amendment itself is being fought on the ground that it violates the reserve powers of the States themselves and that it is a transgression of the police powers of the States. It is claimed also that the Amendment is an attempt to write a piece of legislation into the fundamental law of the land which is supposed to be a repository of general principles only.

"The Volstead Act is questioned on the ground that Congress had no right to legislate exclusively both for the States and the Federal Government, and that in attempting to define what is intoxicating Congress exceeded its rights since it sought thereby to read into the Amendment itself what is not there."

"The Supreme Court's Ohio decision puts an end to the last technical assault on the Eighteenth Amendment, and prohibition is, so far as procedure goes, properly a part of the Constitution; the 'wets' must now put their trust in a revision of the Volstead Enforcement Bill," remarks the New York *Globe*. This paper believes that "if this country remains divided on the issue of prohibition, we shall not have prohibition despite all the legal instruments known to man; the Amendment will be found worth only so much as the support it receives from the people concerned."

No less a personage than Dr. Charles W. Eliot finds that already this is the case; that our "best people" are breaking the law by buying liquors, and thereby bringing it into contempt. And Samuel Untermyer, the prominent New York attorney, writing in the New York *World*, says he "fears the Volstead Act, in great industrial centers of foreign population, where light beers have been part of the people's food in their homes, will be generally disregarded, and Federal officers will either wink at its violation or vainly endeavor to enforce a law that runs counter to local public sentiment—a feat that has never yet been accomplished." Governor Smith, of New York, is quoted in *The Sun and New York Herald* as questioning the honesty of purpose of the "men who drew the Eighteenth Amendment," and in the same paper we read:

"The conviction has been growing in some minds for three years that the original authors of the Amendment intended to give the States to which it was submitted an idea of its bearing which they are now ready to repudiate, after the States have accepted it on the strength of that understanding. Certain it is that the fate of the Amendment might have been different if it had been understood as wiping out of existence the reserved police or governmental powers of the several States and their right to local self-government."

"If the principles laid down in this decision . . . had been present in the minds of the members of the Convention and of the people 130 years ago, the Constitution itself would not have been ratified. Some of them now feel that they have been opprest by this Amendment, ratified by their legislatures, but never submitted to the people for their approval," declares the New York *Times*, and we read on:

"It has been declared, many men believe, that the Eighteenth Amendment was forced through Congress, and that ratification was forced through many legislatures, by methods akin to duress. It is believed in particular that legislatures were besieged by the Anti-Saloon League, that members were both cajoled and threatened improperly into voting for ratification. That may have been the case in some or many instances, altho we hold firmly to the belief that if the Amendment had not been approved by the people, by the great mass of the people, it would have failed of ratification. But it is conceivable that a powerful interest, by persistent efforts, might foist upon the people a constitutional change disapproved by a majority of them. The defense against that abuse rests upon the people themselves. If they will give diligent attention to their political duties and see to it that men of courage, principles, and convictions, not moral and political cowards, are elected to the State legislatures—in other words, if they will make sure that government is really representative, they need have no fear that their legislators will go astray."

Our attention is called by the New York *World* to an act passed by the General Assembly of Ohio five years ago, and which was afterward rejected at the polls. "The State Courts held, as they have done in this prohibition case, that the people constituted a part of the legislature, and on appeal the Supreme Court of the United States upheld this view," asserts this paper, and it continues:

"It was argued then, as now, that the referendum was only of local effect and could not apply to interstate or national affairs. Delivering the judgment of the court, Chief Justice White said:

"'The decision of the highest court of the State that under such amendment [the referendum amendment] the legislative power of the State is now vested not only in the General Assembly but also in the people by referendum, and that a law disapproved by the referendum is no law, is conclusive here.'

"Only one possible allusion to this decree is made in the present opinion, and that is a denial that a constitutional amendment, which fixes law for all time, is legislation. On this strained interpretation, worthy of the old school of strict constructionists, who found in the Constitution impassable barriers to all progress, the highest expression of legislative power as it relates to the fundamental law is set aside. Except, therefore, as they shall insist upon a change of the Federal Constitution making their consent necessary to the adoption of further amendments, the people have no recourse against packed or intimidated legislatures."

The New York *Tribune* refers to the proposed Ohio referendum as a "blank cartridge," and thoroughly approves the Supreme Court's decision. Says *The Tribune:*

"The ingenious argument was made on behalf of direct popular action that when the framers of the Constitution used the word 'legislatures' they had in mind something different and much broader—namely, the State legislative power. Some States have taken to legislating by referendum. So a referendum was held to be an exercise of the legislative power superior in weight to the action of delegate agents in the legislature. This legal sophistication didn't appeal to the Supreme Court. The latter adopts the common-sense view of the situation, which is that when Congress submits an amendment to the legislatures of the States the legislatures alone have the right to ratify or reject."

THE WORLD RACE FOR OIL

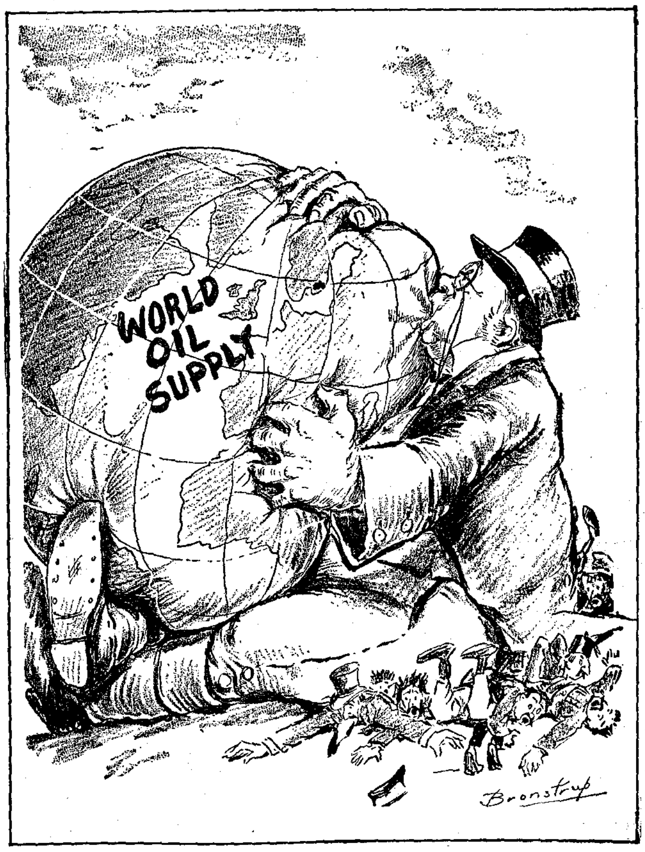
THE STAKES OF DIPLOMACY were once coal, iron ore, rubber, and copper, but if the western nations become involved in another war in a few years its causes, thinks one American editor, will probably center around oil-lands. In Great Britain the Manchester *Guardian* declares that the oil question to-day tends to overshadow nearly all other international problems, and this important British journal insists that the British people must take very seriously the American State Department's report on the British Government's oil policy. This report, it will be remembered, was the result of a Senate resolution asking what restrictions foreign governments are placing on American oil prospectors abroad, and what our Government proposes to do about it, and it created an impression on the part of some American newspapers that Great Britain is trying to monopolize the world's future oil supply—an impression which the new British Ambassador made careful effort to remove in an address at a recent New York dinner. Behind all the talk of international rivalry over oil is the realization that while the use of oil is growing by leaps and bounds, the known sources of production are being rapidly depleted. Oil, it is remarked, is not like apples, which can be picked from the same tree year after year. At the present rate of consumption and production the American supply of petroleum will be used up in eighteen years, according to government experts. Last year there was a shortage of production, as compared with consumption, of 70,000,000 barrels. Motor-car users are warned not to expect any decline in the price of gasoline, which is expected to sell for forty cents a gallon by autumn, and to go higher after that. It is with the view of meeting foreign competition, and also of supplementing our own diminishing supply, that Senator Phelan has introduced a resolution providing for a United States Oil Corporation, something not unlike the Shipping Board, to stimulate American development of foreign oil-lands.

The State Department oil report, signed by Under Secretary Polk, says that the British Empire is trying "to bring about the exclusion of aliens from the control of the petroleum supply of the Empire, and to endeavor to secure some control over oil in foreign countries." This policy, it seems, is being developed—

> "1. By debarring foreigners and foreign nationals from owning or operating oil-producing properties in the British Isles, colonies, or protectorates.
>
> "2. By direct participation in ownership and control of petroleum companies.
>
> "3. By arrangements to prevent British oil companies from selling their properties to foreign-owned or controlled companies.
>
> "4. By Orders in Council that prohibit the transfer of shares in British oil companies to other than British subjects and nationals."

It is understood, says the Polk report as summarized in the Washington dispatches, that the British Government has control of the Anglo-Persian Oil Company, which has a monopoly in Persia for sixty years beginning 1901. In India, American companies are expressly excluded in Burma. France exercises considerable discretion in granting concessions, but we are told that there is no evidence of discrimination against Americans. The Dutch Government exercises a close control over oil development in its colonies. In Latin America there is said to be no discrimination against aliens in Bolivia, Colombia, Costa Rica, Ecuador, and the Dominican Republic. In Guatemala exploitation is confined to citizens. Mexico's new constitution provides for national ownership of minerals, petroleum, and gas. Only Mexican citizens may acquire land, mines, and oil, altho similar rights may be granted to foreigners if they agree to be considered Mexicans and not to invoke the protection of their governments. In general, says the State Department, foreign restrictions fall upon all aliens alike, and therefore are not discriminatory against Americans.

It is "the Albion of old," comments the Tulsa *World* bitterly, which by keeping aliens out of her oil-fields "purposes making war and successful industry impossible without she is consulted." Monopoly or no monopoly, says the New York *Sun*, "it is a hard, cold fact that outside of our Appalachian, mid-continent, Gulf and Rocky Mountain oil-beds, there is not a single oil-field in the world of any size in which England has not a large interest." *The Annalist* (New York) says that while we now produce 80 per cent. of the world's petroleum, the potential supply of the world is "so unmistakably British that of the prospective oil-lands the United States controls only a small portion." "It is on the development of the next ten years that the English are pinning their faith, and that America may not have any large part in the development work and control of the fields, restrictions are being made against Americans in the British-controlled fields." *The Annalist* grants that the British have a right to exclude foreigners from the development of their mineral resources, but it suggests some measure of retaliation; "at the present time the United States places no restrictions on foreign companies operating here, even tho our petroleum supply is fast dwindling, and it is time that the American oil-fields were placed safely under American protection."



THE CHAMPION ABSORBER.

—Bronstrup in the San Francisco *Chronicle*.

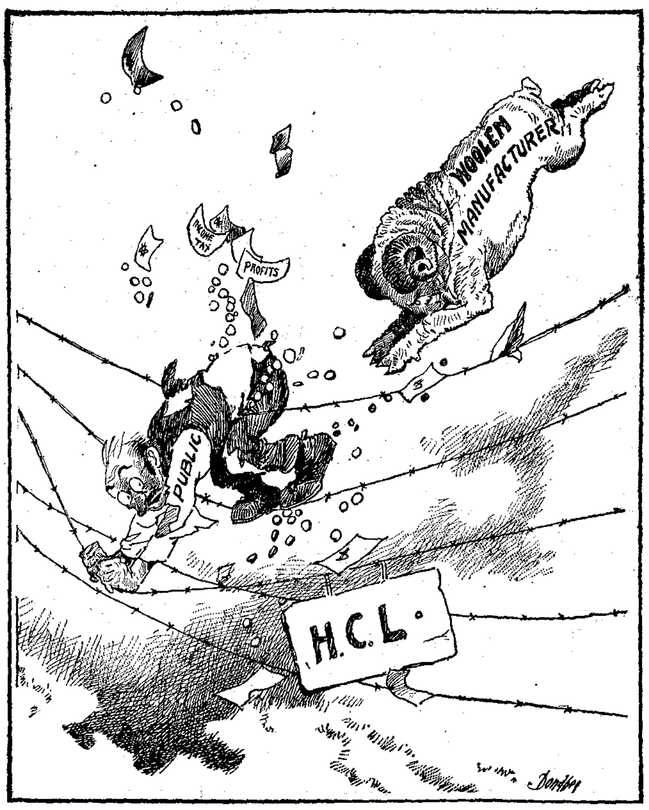
It was because of this press discussion of the subject that Sir Auckland Geddes devoted so large a part of his speech before the Pilgrims of the United States to an attempt to disprove the British "oil-monopoly" accusations. He first called attention to certain facts:

> "Seventy per cent. of the world's oil output is from your own soil, and all of that, whatever the ownership of the capital may be—and it is certainly overwhelmingly not British—is capable in time of emergency of being brought under the control of your Government. Sixteen per cent. of the world's output comes from Mexico, and American capital controls three-fourths of the Mexican yield. In addition, your nationals have either secure production or have been prospecting in at least ten other countries. I do not know what the output amounts to in these countries, but even ignoring it, you have 82 per cent. of the present world supply of oil under your control.

"Now for the alleged oil monopolist. The British Empire's total production is about 2½ per cent. of the world supply, while the supply of Persian oil which is controlled by British capital is about 2 per cent. . . . . . .

"Do these figures suggest a monopoly for Britain? But it is said that Britain has secured such rights over undeveloped oil that she will have a monopoly in the future. When? Where? I see Baku and Batum mentioned. Britain does not own Baku or Batum. . . . Next I see Mesopotamia and Palestine mentioned. Britain does not own either Mesopotamia or Palestine. . . . . . .

"As regards these two countries, the British Government as trustee representing the League of Nations has forbidden all surveys and the acquisition of oil rights until the new governments have been constituted and can deal with these problems for themselves. This interdict applies equally to British subjects and to nationals of all other countries."



BUTTING HIM HARD.
—Donahey in the Cleveland *Plain Dealer*.

The British Government, continued the Ambassador as quoted in *The Sun and New York Herald*, is fostering the Anglo-Persian Company "so as to have a sure supply of oil for the Royal Navy." He admits that "British oil companies are very active," but fair and clean competition, he continues, "is beneficial to everybody who uses oil regardless of nationality."

No fear that Great Britain has been "scheming to control the petroleum output of the world" was ever entertained among men of authority in the American oil industry, declares *The Financial World* (New York), which adds that "Great Britain's paternal efforts in helping her leaders in the oil business to develop new fields" is simply "the result of an intelligent understanding of the scarcity of this commodity."

In contrast to much of the current discussion, the Toledo *Blade* "sees no occasion for the United States to become unduly alarmed" either about the exhaustion of our oil supply or our oil interests' ability to compete with the rest of the world. This is also the view of a leader in the oil business, Mr. H. D. Frueauff, who writes in a current number of *Forbes* (New York) that "the oil-producing, refining, and selling industry in the United States to-day dominates the entire world." Every big American company has valuable holdings in foreign fields, "but they are not advertising it." American companies are building tankers as fast as they can, and they are not doing it to carry British oil. The truth about the oil industry, says Mr. Frueauff, is "that the shoe that pinches is now on the other foot." And this oil man also has a word of cheer for those who have been told that our oil-fields will be dry in less than twenty years:

"Altho it has been estimated that, at our present production rate of some 400,000,000 barrels annually, our so-called 'visible' supply of recoverable petroleum will last only eighteen years, it must be remembered that this is only a theoretical estimate. . . . .

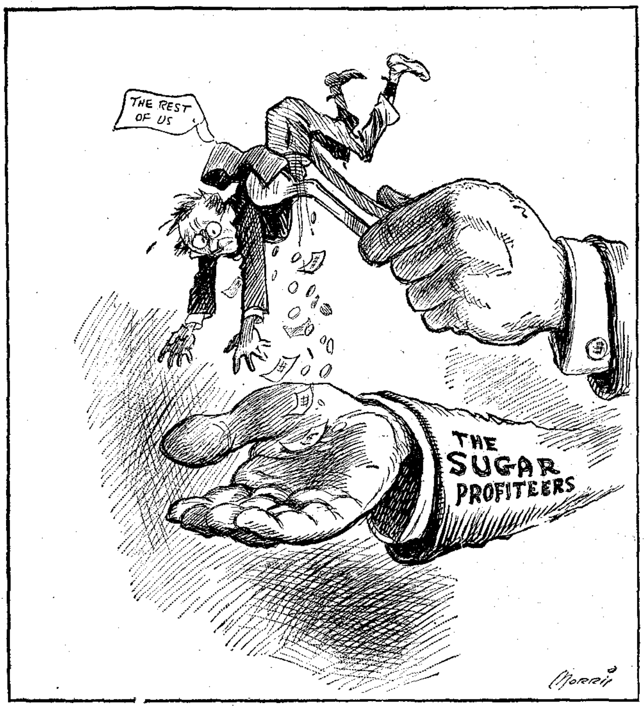
"If you look back over the record of oil production within the boundaries of the United States you will find that the curve has been steadily ascending. There is no ground at present for the assumption that this curve will turn downward in the near or distant future."

WOOLEN PROFITS

IT WAS NOT LONG AGO that President Wood, of the American Woolen Company, launched his attack on the retail storekeepers of Lawrence, Mass., for profiteering, and he was reminded then by some of the newspapers that people who live in glass houses ought to refrain from throwing stones. The adage has proved true, declares the New York *Evening World*, as it notes the New York Federal grand jury's indictment of the American Woolen Company of Massachusetts, which manufactures a fifth of our woolen cloth; the American Woolen Company of New York, a sales organization, and William M. Wood, president of both concerns, for violation of the antiprofiteering clause of the Lever Act. The indictment charges fourteen acts of profiteering, each a separate transaction in which the Woolen Company sold cloth to tailors and other dealers in New York at prices alleged to be grossly excessive. To make these "fourteen points" against the Woolen Company more impressive, comes the decision of the United States Circuit Court of Appeals upholding the constitutionality of the Lever Act. According to the report of the Assistant Attorney-General in charge of the case, Mr. Wood's company made a profit of $15,513,414.70 last year. In the present year, according to the same authority, profits are being realized which in some cases exceed those of 1919 by from 300 to 400 per cent. and attention is called to actual profits of as much as 100 per cent. over cost on some styles of goods.

It is remembered, however, that these charges are made in an indictment and not in the verdict of a trial jury. Mr. Wood himself declares most emphatically that the real facts will appear in due time, and that "there is absolutely no just ground for the suggestion that this company has charged excessive prices for its cloth or has gained an unreasonable or excessive profit." Some people in the wool business, whose views are gathered by the New York *Journal of Commerce*, say that the manufacturer's price is gaged by the competitive bids of the jobbers, and "the real profiteers are the scores of jobbers and traders who have given the American Woolen Company almost any price asked for goods, feeling that they could make a very substantial profit in selling the woolens to the maker of clothing." It occurs to the New York *Commercial* that "large profits can be made by those who have not voluntarily sought them." It is certainly profiteering when an artificial scarcity or the impression of one has been created in order to advance prices, but "if the market price has gone up because of excessive demand, it is difficult to see how any one is going to prevent it."

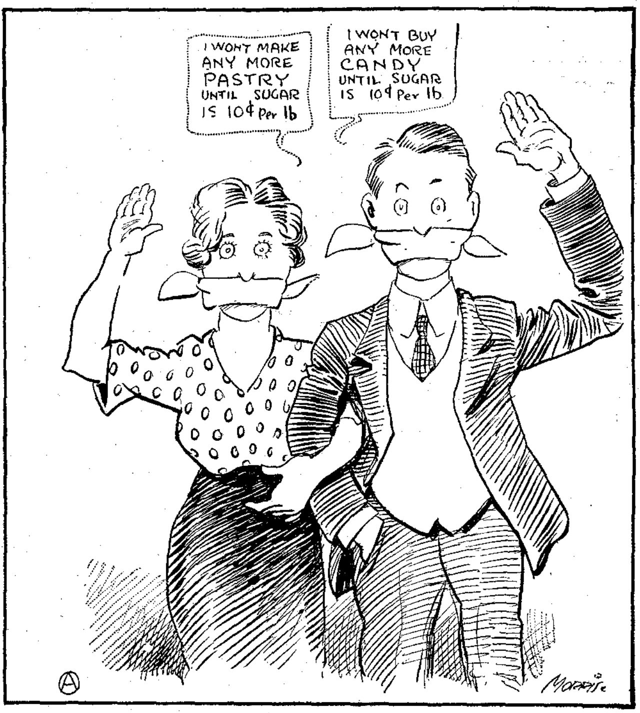
A tendency to try the case at once and declare the company guilty is apparent in some of the newspapers whose editorials it is not even proper to quote while the matter is before the court. Other newspapers expect no such verdict even when the trial is over. This indictment, says the Cleveland *News*, may be only a "grandstand play," and we read in the Pittsburg *Gazette-Times:*



Protected by George Matthew Adams.

THE HOLD-UP.

—Morris for the George Matthew Adams Service.


I WON'T MAKE ANY MORE PASTRY UNTIL SUGAR IS 10¢ Per lb
I WON'T BUY ANY MORE CANDY UNTIL SUGAR IS 10¢ Per lb
Morris

Protected by George Matthew Adams.

HOW TO BRING DOWN THE PRICE OF SUGAR.

—Morris for the George Matthew Adams Service.

ANOTHER SUGGESTION.

"The Department of Justice is prone to try its cases against alleged profiteers in the newspapers. It is a simple matter to convict in the court of public opinion on *ex-parte* testimony, but getting a verdict of guilty before judge and jury after the defendant has been privileged to present his side is another matter. There have been many hundreds of prosecutions brought against alleged profiteers, but comparatively few convictions have been secured. . . . It is all very well to initiate a case, but what benefit can the public derive if it is not prosecuted to a successful conclusion?"

It seems to the New York *Evening Sun* that the prosecution is bound to have a good effect whatever the outcome. For one thing, "it should help to define popular standards of legitimate profit," and "as for unduly grasping manufacturers, it should teach them the social imprudence, whatever the economic soundness, of charging all that their traffic will bear." And the Newark *News* goes to some pains to show that profits such as the American Woolen Company is said to have made are "bad business" from every standpoint:

> "It has been often enough demonstrated that the effect on the people of such brazen profiteering as alleged is to jeopardize our whole industrial fabric. The effect of such specific charges as brought against this Woolen Trust is to confirm thousands in the belief that all business does such things. Such business methods, if proved, are a slap and a handicap at every decent business man in the country who is trying to found his business upon service and seeking that stability which comes from the recognition of such a motive by the public.
>
> "But that is not the only standpoint from which such 'killings' as charged is bad business. It is bad business from the standpoint of the industry. It is bad because it must, beyond all doubt, create dissatisfaction within the ranks of employed labor. It is bad business because it earns the company neither respect nor the good wishes of its customers.
>
> "It is finally bad business because it seeks to base profits upon the taking advantage of a turn in conditions rather than upon clinching to itself the largest available market by doing the greatest volume of business possible at a fair service charge. It is speculative rather than constructive. It builds on the shifting sands of circumstance rather than on the firm rock of volume. It is not a business of service, because by its high profits it inevitably limits output because less of the public can buy at such figures. Making the same profits by volume of business rather than by individual high charges, the company could have warranted immunity by the service done."

HOOVER'S CURE FOR THE SUGAR CRISIS

"LOOKING BACKWARD SWEETENS NO COFFEE," remarks the Boston *Globe* in commenting upon Herbert C. Hoover's testimony before a legislative committee attributing the present high cost of sugar to the Administration's failure to buy the Cuban crop last year at six and one-half cents a pound. The Pittsburg *Sun* likewise notes that a "discussion as to whether Congress or the President is responsible for failure of the Government to buy up an adequate supply of sugar in the Cuban market puts not a single pound on the pantry shelf." That "the greatest single example of profiteering in history" resulted from the Government's inaction in this regard, however, is the conclusion of the Newark *Star-Eagle* and dozens of other newspapers. Mr. Hoover estimates the increased cost at a billion dollars, or a tax of $50 per annum per family. "It is costing us more right now for sugar than it cost six years ago to run the Government," is the striking way the New York *American* puts it, and the Minneapolis *Tribune* reminds us that it would pay half the proposed bonus for soldiers.

How to bring down prices before the canning season is the burden of many editorials. The parties most interested, the manufacturers of jams, jellies, and preserves, who use in the neighborhood of 250,000,000 pounds of sugar during the canning season, which, in fact, already has begun, declare that members of the association, representing 85 per cent. of the industry in this country, will refuse to buy sugar until present prices are cut in half, even if they have to close their plants. The Department of Justice recommends an embargo on sugar, and asks power to prohibit the sale of sugar to candy and soft-drink manufacturers. Meanwhile, the Department holds, as it has held for some time, that one cent for wholesalers and two cents for retailers are the maximum lawful profits on a pound. Sugar-brokers and speculators are not mentioned in Attorney-General Palmer's announcement to this effect, but many appear to think that their "profits" are stupendous. Many editors agree that the opportunity for cheaper sugar was lost when Mr. Palmer fixt the Louisiana price of seventeen cents per pound.

Out of the turmoil arising from the controversy over whether the present sugar shortage is real or arises from hoarding by speculators come two suggestions from the former Food Administrator looking toward an increase in the supply of sugar and a reduction in the price. Mr. Hoover is unsparing in his criticism of the Administration for failure to buy the Cuban crop in 1919, and thus make possible twelve-cent sugar, but at the same time he suggests as the solution of the sugar problem that—

1. Sugar be rationed to manufacturers of non-essentials, such as candy and soft drinks.

2. The United States make an agreement with foreign governments to divide the world supply of sugar fairly, and thereby end competitive bidding for sugar.

The criticism of President Wilson and the suggestions for relief were made in a telegram to Senator Capper, whose attitude toward profiteers is well known. In an editorial charging that Chicago speculators resold a car-load of sugar six times in six months, all of which time it stood on the railroad tracks, the Cincinnati *Post* welcomes the Hoover suggestions for forcing sugar back to a fair price, and urges the Administration to act upon Hoover's advice. "Hoover prevented such manipulation when he was in the saddle," this paper reminds us. The cause of exorbitant prices, asserts the Mobile *Register*, is that "sugar passes through too many greedy hands."

In Mr. Hoover's opinion the scarcity and high price of sugar can be remedied only by the collaboration of all the nations. He believes that "legalistic" price-fixing as distinguished from business or "control" price-fixing will not accomplish the desired results. Cuban sugar, he thinks, increased in price partly out of sympathy with the seventeen-cent rate for the Louisiana product, which was granted by the Attorney-General, and partly because of the world demand for sugar. Further, in Mr. Hoover's judgment, the Sugar Equalization Board should have purchased the Louisiana crop and sold it to the candy or "luxury" trade, even at a loss, in the interest of the general welfare of the country. The function of this board, he points out, was to equalize prices, and the method he suggests would have done that instead of boosting prices. Under present conditions, Mr. Hoover predicts, there will be a world sugar shortage for two or three years until European conditions are stabilized. Under an agreement with European nations, however, he is sure it would be possible for us to buy next year's Cuban crop, and he believes that the Cuban producers would be glad to sell because, if high prices continue, the production will be stimulated to the point where there will be a sudden dropping off in price.

"Retrospectively speaking, the Hoover remarks are helpful," says the New York *Tribune*, but this paper believes it is too late to enter into pooling negotiations with other countries, and it is sure the Government will not adopt the first Hoover suggestion, because—

> "It takes moral courage on the part of a government to ration food. The very rudimentary food-rationing machinery which was established in 1917 and 1918 has been practically scrapped. The Administration has taken instead to threatening and prosecuting individual profiteers. That is easy and makes a stir. But a fine or a jail sentence imposed on a profiteer doesn't put any money back in pockets of mulcted consumers. Other profiteers spring up to collect toll."

"The Hoover plan would end bidding for sugar by pooling the buyers and automatically forcing Cuban prices to a fair level," declares the Cleveland *Press*, and the Philadelphia *Public Ledger* commends the idea in the following:

> "Mr. Hoover succeeded in doing much the same thing during the war, not only with sugar, but with other equally necessary food commodities, and the people of the United States have confidence not only in his judgment on such a question, but also in his ability to accomplish what he sets out to do."

In Australia, we are told by the Cleveland *News*, sugar is selling for nine cents per pound. In Utah, notes the Seattle *Times*, it is selling for seventeen cents. In most other parts of the United States this commodity sells in the neighborhood of twenty-five cents per pound. In England it is sixteen cents as these lines are written. "'Sugar profiteering is now international, and in this country the Attorney-General might as well try to whistle down a cyclone as to try to stop it by legal proceedings against individuals," remarks the Rochester *Post-Express*. Of the 400 per cent. advance in the price of sugar since 1913, points out the New York *American*, "labor got only 15 per cent.; who got the rest?" Perhaps "the spirit of protest and self-denial which is causing the shoe and clothing profiteers so much concern would be equally effective against the sugar pirates," suggests the Philadelphia *Press*.

But Secretary of the Treasury Houston thinks we are too fond of candy. "The American people will spend a billion dollars for candy this year, yet they complain of a sugar shortage," he remarks. And "all this tweedledum-and-tweedledee discussion about the price of sugar savors considerably of moonshine and rainbow mist," we are told by the Columbia *Record*. "Why should sugar sell for prewar prices with the price of every other commodity on earth boosted to the seven stars?" this paper demands.

In defense of the Attorney-General, his special assistant, A. W. Riley, insists that the President was not informed that the Cuban crop could be bought for six and a half cents, but that the Cuban planters had merely offered to open negotiations with this country. Furthermore, Mr. Riley asserts, Hoover's political headquarters are using the statements of their chief for campaign purposes. Mr. Palmer says the Cuban crop, "according to the best present estimate, is short of the original estimate by half a million tons," but the Cuban Consul at Cleveland, we read in the Cincinnati *Post*, declares that the present crop "is the largest in years." The Attorney-General also says "speculation in raw sugars is responsible for the present high prices." And the New York *World* tells us why the Cuban crop of last year was not bought:

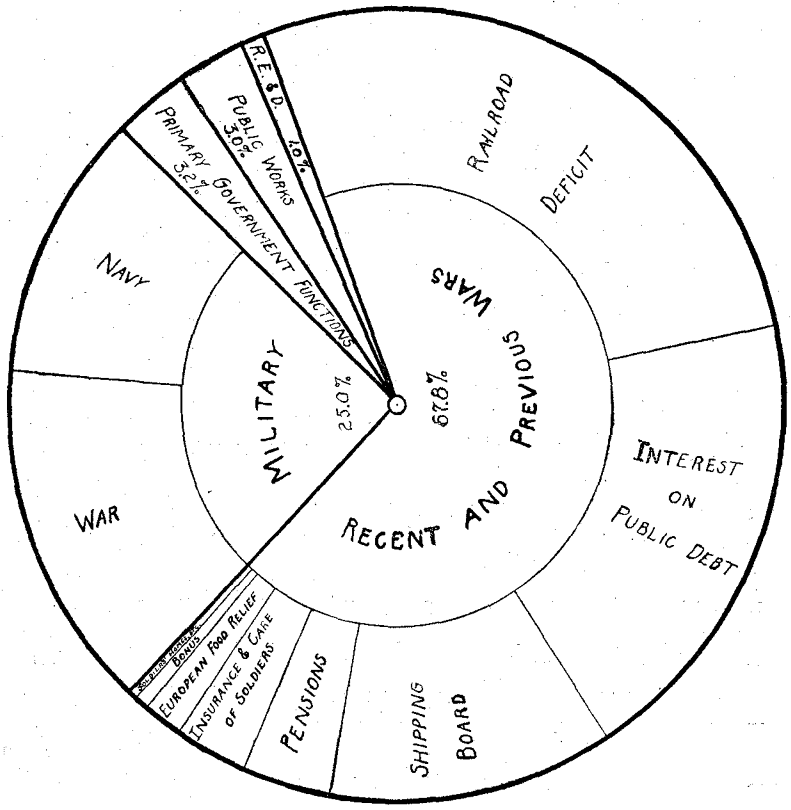
> "Several powerful reasons operated against the purchase. It was supposed at the time that we should soon be at peace. With the state of war ended, the Lever Act would expire. Unless the Government was to make a habit of dealing in sugar, a practise which might as well have been extended to beef, butter, and eggs, there was no excuse for continuing in the business, with or without authority."

One of the best traditions of American home life is interfered with because of the high price of sugar, declares the San Francisco *Bulletin*. "The present price of sugar threatens the habit of preserving for home purposes, and thereby directs a serious blow at the spirit of domestic economy," asserts this paper, but it also believes that the purchase of the Cuban crop would not have been a panacea for America's sugar ills. Like Hoover, however, *The Bulletin* offers a suggestion looking toward relief:

> "There were complaints enough about prices and supplies in the days when sugar was managed by the Food Administration, but what was endured under the stress of war would have become a source of bitter protests in times of peace. Had the Government been compelled to increase prices a cent or two there would have been howls of indignation from the Atlantic to the Pacific, and yet we are almost meekly submitting to more than doubled prices.
>
> "As things have worked out, it might be profitable for the Government to have acted on the suggestion to purchase the Cuban crop of raw sugar last year, but had it done so there would have been a wild uproar against governmental speculation in food supplies, and even more serious charges would have been made against Administration officials.
>
> "And if the Government failed to buy the raw Cuban product there is no reason that it should not act through the Shipping Board and encourage the importation of supplies from other countries."

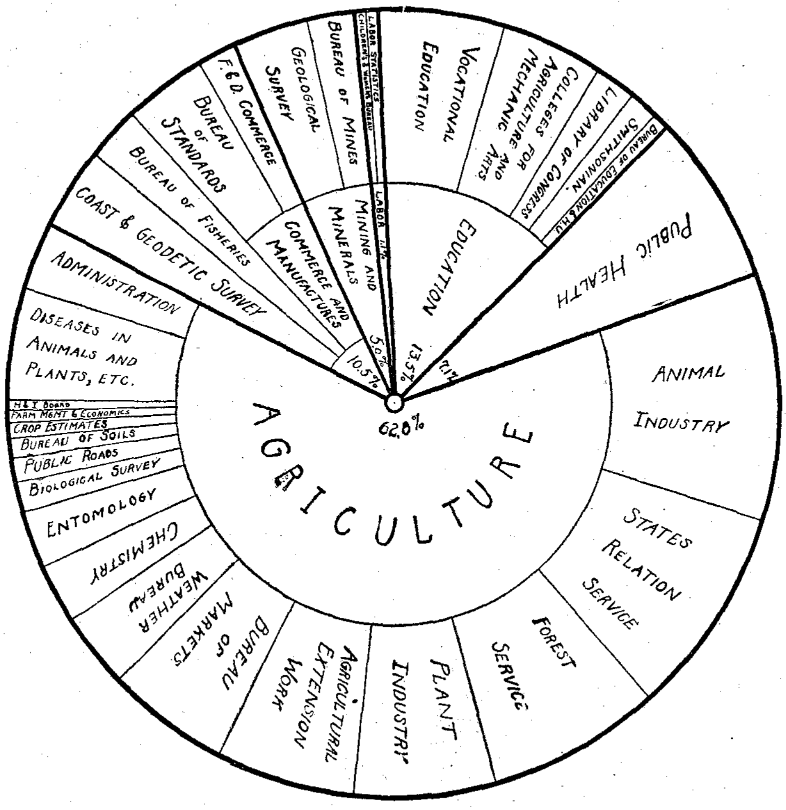
UNITED STATES EXPENSES 93 PER CENT. FOR WAR

EXPENDITURES FOR WARS, past, present, and future, absorbed during the year just passed almost 93 per cent. of the largest income ever received since the Government was founded, is the startling statement of the Washington correspondent of the Boston *Transcript*, based upon figures compiled by Dr. Edward B. Rosa, chief physicist of the Bureau of Standards, and confirmed by Congressman Good, Chairman of the House Committee on Appropriations. This left for purely governmental functions a little more than 7 per cent. of the Government's revenue, and Dr. Rosa's intention in making his statistics public in an address before the Washington Academy of Sciences was to show the striking disproportion in allowances made for the scientific and helpful activities of the Government. Congress and the whole people, he thinks, inadvertently are overlooking or neglecting the scientific bureaus at Washington, which they might easily, and at little expense, develop to make the United States more efficient and prosperous. It is almost unbelievable, we are reminded, that the Government should apply scarcely more than 3 per cent. for its normal purposes and functions; another 3 per cent. for public works, and only 1 per cent. for scientific research and the upbuilding of industry, agriculture, commerce, and the spread of education. For a long time, *The Transcript* points out, Congress has not provided salaries for the Government's scientific employees adequate to keep pace with the increased cost of living, and on this account scores of the ablest men have resigned to take up outside positions which pay better salaries. Yet these bureaus, the New York *Times* declares, could attack the question of the high cost of necessities of life through the increase of efficiency both on the part of Government and industry.



DISTRIBUTION OF GOVERMENT EXPENDITURES FOR 1920.

Expenditures for recent and previous wars amounted to $3,855,482,585.60; for War and Navy Departments, $1,424,138,676.57; for primary government functions, $181,087,225.41; for public works, $168,203,557.46; for research, education, and development, $57,093,660.93. Self-supporting activities are not included.



HOW THE 1 PER CENT. ABOVE FOR "R., E., AND D." IS SPENT.

This circle represents the appropriations for research, education, and development.

It is declared evident to any layman that sufficient salaries can not be paid government scientists when only 1 per cent. of the Government's revenues are set aside for scientific research and development. The Department of Agriculture and its bureaus have saved the farmers of this country hundreds of millions of dollars. Few will say that this comparatively insignificant sum is sufficient for their use, or that the 7 per cent. for total non-military activities is enough for the Department of Commerce, Department of Justice, the Department of State, the Department of Labor, and the scores of bureaus under their direct control, all functioning to make this a more prosperous and efficient country, declares *The Transcript*. The 1 per cent. of our total income which was spent for research, education, and development was divided among the Department of Agriculture, the Geological Survey, the Bureau of Mines, the Bureau of Education, the Bureau of Standards, the Bureau of Fisheries, the Department of Labor, the Public Health Service, the Library of Congress, the Smithsonian Institution, and others, says *The Transcript*. It would be interesting to know what Germany's expenditures for similar bureaus were before the war. That Germany realized the necessity for standardization and scientific research more readily than France and other Allied nations had done, is indicated by Dr. Rosa in his address:

"The Great War was based very largely on science and engineering. During the twenty-five years preceding the outbreak of the war the enemy had developed science and the practical applications of science in a wonderful way. He had promoted scientific research and education until the German nation stood in the forefront of the nations of the earth. When the blow fell the Allied nations were unprepared, not only for lack of armies and munitions, but for lack of industrial equipment, transportation facilities, and scientific development. Holding the enemy at bay under fearful odds while they built up their armies and their industries, the Allied and Associated Powers utilized all the resources of science and engineering and a vast amount of accumulated treasure to make good their initial deficiencies and gain strength enough to wear out and overcome the enemy. The wonderful achievements of science under the pressure of necessity demonstrated the economic possibilities of scientific research. This demonstration was not altogether new, but the war brought it home more forcefully, and at its close one felt that never again would anybody question *the importance and economic value* of scientific investigation."

Cooperative study and scientific and technical research on a comprehensive scale will, by utilizing raw materials and directing labor more effectively, expand the production of commodities and thereby do much to bring down prices, asserts Dr. Rosa. This, in turn, would allay industrial discontent and forestall economic disturbances. One of the functions of the Bureau of Mines is to increase safety and efficiency in mining. The products of the mineral industries, Dr. Rosa tells us, amount to about six billions of dollars per year, yet that is one of the branches which depends upon a portion of the 1 per cent. of our total revenue for scientific research expenses. "Can there be any doubt that a larger sum expended in the interest of the public (which pays the entire cost and must bear the burden of any inefficiency that exists) would be amply repaid in this instance?" asks Dr. Rosa. "Mining is one of the most hazardous of industries; millions of dollars are wasted every year in accidents that could be prevented."

By making an intelligent study of building construction and repair, Dr. Rosa contends, hundreds of millions could be saved in a few years by standardizing this industry. Building plans could be greatly simplified, and methods of construction improved, if the Government would take the lead in research work. This is merely an example. And the purchaser of an automobile, for instance, could be surer of his purchase if governmental research laboratories had a hand in the testing and standardization of machines. Moreover, we read in the Boston *Transcript's* report:

"The textile industry presents an enormous field where if textiles were standardized, so that they could be bought and sold on adequate and intelligent specifications, every one would be benefited. Dyes should be tested and certified and all articles of this character marked, so that one could depend upon their mark as to their permanence and quality. Such information would be worth hundreds of millions of dollars every year to the public. In rubber, leather, paint, and the chemical industries generally, in scientific instruments, and in many other articles of common or scientific use the need of research and standardization is apparent."

TOPICS IN BRIEF

The British keep on putting the ire in Ireland.—*Norfolk Virginian-Pilot.*

Declining to pay high prices made them decline.—*Greenville (S. C.) Piedmont.*

Germany asks credit, but she neglects to say for what.—*Columbia (S. C.) Record.*

The value of liberty, it is to be hoped, is not reflected in the price of its bonds.—*Newark News.*

It wasn't a millionaire's war, but thus far it has been a millionaire's peace.—*Philadelphia Inquirer.*

Love may laugh at locksmiths, but the grocer is able to make it do some squirming.—*New York American.*

In Mexico a man is first a rebel, then President, and thereafter, if he's fortunate, an exile.—*Columbia (S. C.) Record.*

Eventually Labor and Capital will find it more profitable to lock arms than to lock horns.—*Baltimore Sun.*

Even if 'Gene Debs has eligibility, for the Presidency, he lacks contiguity.—*Minneapolis Tribune.*

Tipping the barber who gets seventy-five cents for a hair-cut is like paying the conductor's fare.—*Detroit Journal.*

The only tax left unsuggested for paying the proposed soldiers' bonus is a tax on the bonus.—*New York Evening Post.*

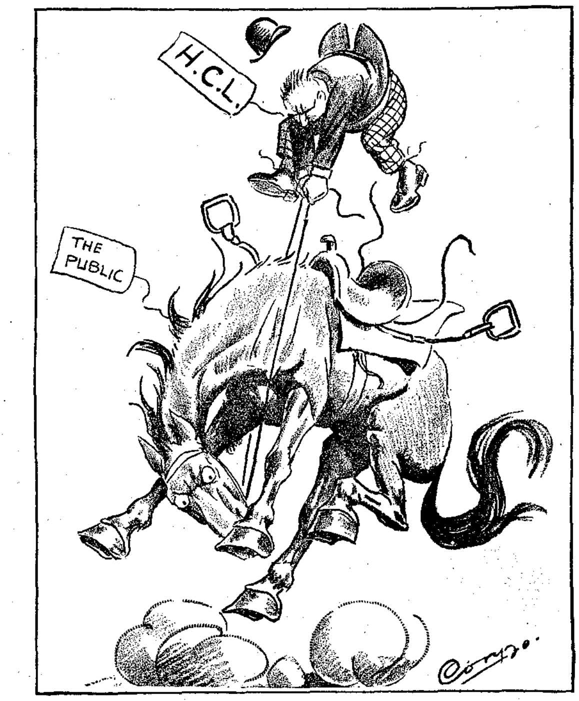
The Socialists by nominating Debs prove themselves 50 per cent. patriotic. They are sticking to the stripes.—*Greenville (S. C.) Piedmont.*

There appears to be no need of a church war on polygamy at this time. The problem may safely be left to the tradesmen.—*Newark News.*

The majority of Mexicans will probably be satisfied if the Provisional Government is able to keep them supplied with provisions.—*Canton (Ohio) News.*

When sugar at twenty-five cents a pound can be made into candy that sells for a dollar and a quarter a pound, it is not surprizing that there is a shortage.—*New York World.*

President Wilson says that the Peace Treaty "is shot through and through with the American principle of the consent of the governed." As far as Washington is concerned, it seems to have been shot through and through with something.—*Border Cities Star (Windsor, Ont.)*



GETTING RESTLESS.
—Cory in *The Rocky Mountain News.*

The tragedy of so many candidacies is that they just won't jell.—*Minneapolis Tribune.*

They unscrambled the railroads, but in so doing they served us hash.—*Columbia (S. C.) Record.*

Mexico's troubles are only beginning. Obregon, we read, is a born orator.—*Chicago Tribune.*

Those Paris silk stockings at $200 a pair ought to be darned good.—*Greenville (S. C.) Piedmont.*

Edwards might adopt the frog as his emblem. It is always moist and full of hops.—*Baltimore Sun.*

A man withdraws from the Presidential race in Mexico when the other fellow draws first.—*Minneapolis Tribune.*

If for no other reason, a lot of chaps feel grateful to General Wood because he made Cuba what it is.—*Philadelphia Inquirer.*

San Francisco reports that leather is plentiful and cheaper. Don't tell us—tell the shoe-stores.—*Cleveland Plain Dealer.*

Let's see: were we fighting to make this the last war, or merely to make this one last?—*Baltimore Sun.*

The tremendous expense of lowering prices will have to be paid by some one.—*Boston Shoe and Leather Reporter.*

The trouble with most of the political dark horses is that they are so dark the delegates can't see them.—*New York World.*

A contemporary remarks that many foreigners are seeking homes in America. Yes. So are many Americans.—*Kansas City Journal.*

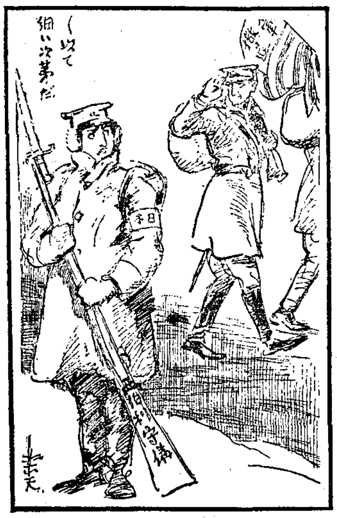
"Every profiteer is certain to go to hell," says a Baltimore preacher. Hell must be quite a large place.—*Greenville (S. C.) Piedmont.*

It does not help much in the news from Mexico to be informed that Tlaxcalantango is a small village in the vicinity of Huauchinango.—*Canton (Ohio) News.*

The difference between a *de-facto* and a *de-jure* government in Mexico may usually be determined by noting which government lives in the mountains.—*Kansas City Star.*

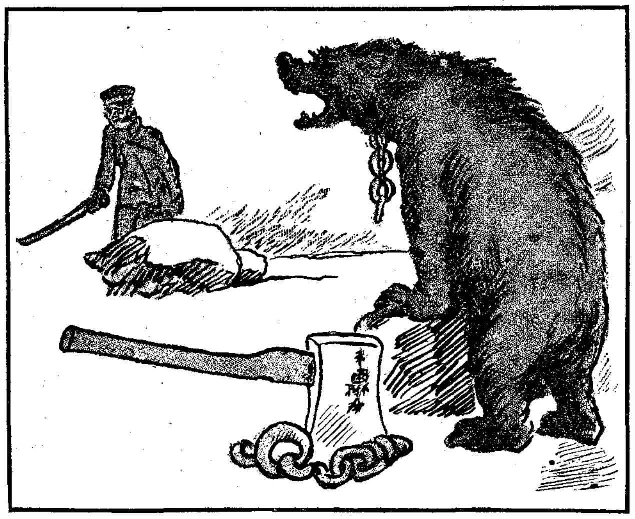
We have little sympathy with Americans who complain that they are being fleeced by French profiteers. Why aren't they satisfied with the way the job is done at home?—*New York World.*

FOREIGN - COMMENT



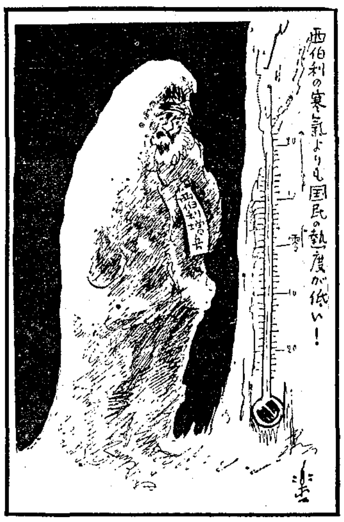
ALONE IN SIBERIA.

Japan's helpless situation on the withdrawal of the American troops.
—*Jiji* (Tokyo).



JAPAN'S JOB.

"The bear is set free and Japan must fight it single-handed."
—*Puck* (Osaka).



WHEN THE MERCURY WENT DOWN.

National feeling on the Siberian problem is colder than the Siberian air, and the frozen soldier is inscribed, "More troops wanted."
—*Jiji* (Tokyo).

CARTOONS SHOWING NOT ALL JAPANESE ARE CRAZY TO ANNEX SIBERIA.

THE ALLIED MUDDLE IN SIBERIA

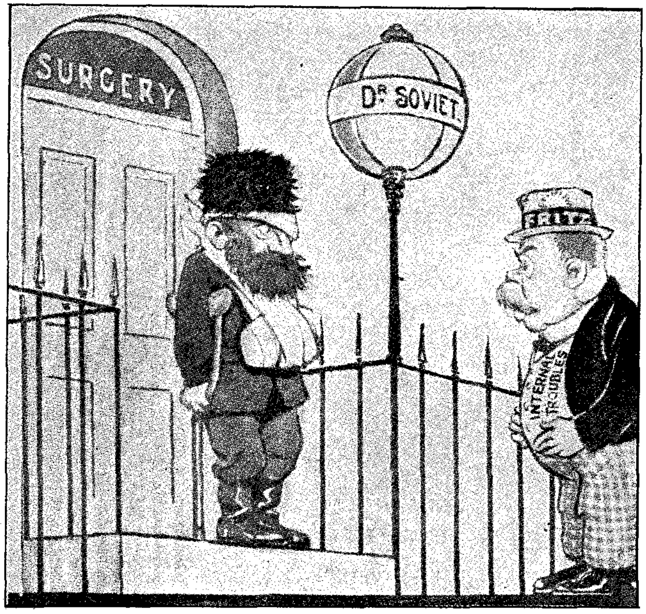
UNITING THE PEOPLE OF SIBERIA in favor of the Bolsheviki, and the destruction of Kolchak, the man they supported, is now declared to be the sum total of the achievements of the Allies in Siberia. What is more, the only one of all the Allies to remain in that country is Japan, whose extreme militarist party has cherished for years the policy of domination in eastern Asia. Thus is democracy made safe in the Far East! This indictment of Allied policy in Siberia is drawn by the Kobe *Japan Chronicle*, a liberal Far-Eastern English-language paper, which says that in considering the circumstances of Allied intervention in Siberia as a whole, from the initial support given the Czecho-Slovaks to the overthrow of Kolchak, the Allied protégé, and his delivery to the Social Revolutionaries by the same disillusioned Czechs, "every step taken seems to have been based on a complete misunderstanding of the situation and an ignorance of conditions in Siberia and of the attitude of the people that is extraordinary." Nor does it seem to have entered the minds of British or other Allied statesmen that a certain result of their efforts would be to "open the way for the penetration of Siberia by Japan, under control by the militarist party, as fifteen years ago the penetration of China had been facilitated by the war against Russia, which had the virtual support of Britain." Further information on Japan's Siberian "adventure" will be found on page 64 of this issue of THE LITERARY DIGEST. A brief summary of the strange story of Allied intervention is offered by *The Japan Chronicle* as follows·

"The Czecho-Slovaks were constituted of prisoners of war taken from Austria and volunteers who, under Kerensky, had been formed into a separate force. After the Treaty of Brest they were anxious to go to the Western Front to fight against the Germans, and began a march across Russia proper and Siberia for embarkation at Vladivostok. The Czecho-Slovaks allege that while on their way they were treacherously attacked by Bolsheviki. The Bolsheviki strenuously deny this, asserting that the Czecho-Slovaks were suborned by the Allies, acting through the Czecho-Slovak National Committee in Europe and America, with the object of destroying the Soviet Government. Whatever the truth, the Czecho-Slovaks suddenly rebelled toward the end of May, 1918, and, strung out in a long line from the Volga to the Urals and along the Siberian railway, they delivered a blow against the Soviet Government which was of most serious importance. Even Vladivostok was affected, the Soviet Government being overthrown and an anti-Bolshevik Government set up, while at Omsk a Social Revolutionary Government was established that was alleged to speak for all Siberia. The Social Revolutionaries in Russia, failing to induce the Bolshevik Government to continue the war against Germany, murdered the German Ambassador at Moscow and various Bolshevik leaders, and attempted the murder of Lenine."

It was in these circumstances, *The Japan Chronicle* goes on to say, that the Bolsheviki adopted a policy of terror like that of the Convention in the French Revolution. During the first months of Bolshevik rule there had been no little sporadic outrage, we are told, but this had been denounced by the Bolshevik leaders, and "there is substantial evidence to show that it was not until the Bolsheviki found their authority threatened by enemies within, who did not hesitate at murder and outrage, and enemies without in the possession of vast military forces, that they began a process of reprisals, the account of which, in many cases absurdly exaggerated, has been used for propaganda purposes, while a veil has been thrown over the conduct of their opponents." As in the case of the French Revolution, it is argued, the intervening nations must be held responsible in no small measure for the Terror that was evolved. Meanwhile—

"The All-Russia Government at Omsk, which contained some good elements, and, tho anti-Bolshevik, apparently representative of opinion in Siberia, was overthrown by General Kolchak, an adherent of the Czarist régime, and surrounded by the most reactionary elements, who declared himself dictator. Despite his record, his associates, and the outrages committed under his rule, he became the protégé of the Allied governments, and was assisted with money, arms, and munitions, tho not formally recognized. Prior to this there was instituted in Japan a vigorous propaganda campaign, with the object of demonstrating the danger to Japan of the existence of German and Austrian prisoners in Siberia joining the Bolsheviki, and the necessity of intervention by Japan if the country was not to be threatened by a hostile force. It was all very absurd and rather overshot the mark, with the result that one of the most influential and widely read newspapers, the Osaka *Asahi*, took up an attitude of hostility to the scheme. There was, in fact, more division of opinion in Japan on this question of intervention than on any scheme of military adventure since the beginning of Meiji, even officials connected with the Government making strangely diverse statements or bringing back from Siberia the most contradictory reports."

Nevertheless the Japanese landed marines at Vladivostok about the end of April, 1918, for the avowed purpose of guarding the Allied supplies originally sent to help Russia against the Central Powers, and this was the "signal for a great propaganda campaign in the Allied countries for intervention in Russia on a large scale." But it fell very flat, we are told, for the peoples evidently considered they had made "sufficient sacrifice to the Moloch of War." But an agreement was made between the United States and Japan, it is recalled, by which, to quote the American declaration, each of these governments should "send a force of a few thousand men to Vladivostok," to occupy Vladivostok and to safeguard the country in the rear of the Czecho-Slovaks as well as to render economic assistance. This journal proceeds—



A WARNING TO GERMANY.

RUSSIA—"Yes, I've been under his treatment for three years!"

—*The Bystander* (London)

"The original idea of the United States was that American and Japanese contingents of equal strength, not exceeding ten thousand men in each case, should push into Siberia and open a road for the Czecho-Slovaks to Vladivostok. What happened was somewhat different. While the Americans sent a force of between seven and eight thousand men, the Japanese sent some seventy thousand, increased subsequently to about a hundred thousand. The Japanese pushed in, not only from Vladivostok and Nikolaevsk, but also from Harbin through Chinese territory. They occupied every place of strategic importance as far as Lake Baikal, but refused to go beyond the lake. The Bolshevik forces in Siberia were easily overthrown, and it was shown very quickly that the stories of great concentrations of armed German and Austrian forces under the Bolsheviki were fabrications. Finally, the Bolsheviki, after dealing with Denikin, turned their attention to Siberia, defeated Kolchak in battle after battle, and obtained the accession of the people, who had been exasperated by the ferocity of Kolchak's rule. He had even antagonized the Czecho-Slovaks, who handed him over to the Social Revolutionaries, from whose charge he passed to the Bolsheviki, who are reported to have executed him."

All the Allied contingents, with one exception, which were sent to aid in the retirement of the Czecho-Slovaks and the establishment of orderly governments have been withdrawn, and only the Japanese remain, "strengthening the uneasy suspicion that the objects of the Japanese Government, or at least the militarists who control it, were not quite the same as those of the Allies." We read then:

"It was only necessary to note how in the case of the French Revolution the intervention of foreign Powers united a distracted nation and developed a military dictatorship which threatened all Europe, to deduce that similar action would have a similar result in the case of Russia. In 1914 in England the warring political factions closed their ranks on the threat of external danger, and no more was heard at the time of civil war in Ireland. Yet with this striking precedent before them the Allies appear to have thought that in the case of Russia similar causes would produce different effects. But has the danger passed even with the withdrawal of the Allied troops? Colonel Malone, M.P., in his little book, 'The Russian Republic,' which is the fruit of a personal investigation of conditions in Russia, remarks: 'I would ask people who seek a sign to read the history of the French Revolution and imagine what may happen if the revolutionary spirit which infuses the 'Red' Army becomes a military spirit, and out of Russia arises a Russian Napoleon.'"

This has been made a possibility if not a probability by the action of the Allies, says *The Japan Chronicle*, and adds:

"Many thousands of people have been slain, many thousands have been starved, the land has ceased to be productive, trade has virtually stopt, and the reputation of the Allies has suffered severely because of their association with reactionary members of the old régime and the atrocities charged against them. Finally, we have a state of war prevailing between Japan, the only Power which retains her troops in Siberia, and the Soviet Republic, being the natural aftermath of the policy of intervention. The United States and Britain have for years viewed with anxiety the policy of domination in eastern Asia known to be cherished by the militarist faction in this country, which exercises so great an influence on the Government in defiance of the wishes of the people, yet by participating in intervention in Siberia the two Powers undoubtedly strengthened the policy of which they disapproved."

WHAT COMMUNISM COSTS SOCIALISM—The high cost of communism is paid chiefly by socialism, according to the *Fränkische Tagespost*, a Nuremberg Socialist organ, which picks out Communist Hungary as a lesson to the proletariat that they "abstain from the illusions of a theory that can not be realized overnight, least of all by means of force." The lesson should reach deep into the minds especially of German workers, according to this daily, which asks: "If the Soviet dictatorship could last only one hundred and thirty-three days in agrarian Hungary, how long would it last in industrial Germany?" The realization of communistic ideals in the world to-day would mean the continuance of the world-war, where the worker "brings his skin to the market" for another ideal—no longer the ideal of the Fatherland, but that of the Soviet, which is carried through the world and "conquers the earth with weapons." Take a look at Hungary a year ago and to-day, and what do you see? asks the *Fränkische Tagespost*, which replies:

"With glowing proclamations one year ago Bela Kun set up the dictatorship of the proletariat in Budapest. Casting all warnings of the Socialist leaders to the wind, the workmen of Budapest, especially the metal-workers, joined the camp of the Communists. Hungary's workers groaned and struggled for one hundred and thirty-three days under all kinds of burdens and suffering. The load became too great for them to bear. The edifice of Communism collapsed, and under its ruins lie buried all the hopes of the Hungarian proletariat, which, according to Miakits, the Hungarian delegate to the metal-workers' congress at Stuttgart, are now set back thirty years. By way of contrast the darkest reaction prevails in Hungary to-day. There has dawned a second Metternich period for all free-thinking minds. The prisons are filled with tens of thousands of men and women whose crime is that they have worked for a new social order. No distinction is made between Communists and Social Democrats. The progressive, thinking portion of the people tremble under an unheard-of oppression of terror, for Christian national Hungary has let loose the worst instincts of the masses—the informer's trade, which means calumny and intrigue in every guise."

HOW AMERICA DISAPPOINTS AUSTRALIA

AMERICA'S FAILURE to ratify the Peace Treaty and to have anything to do with the League of Nations has elicited various regretful comments from the press in Europe, in China, and in Japan. Now comes an Australian expression of disappointment which, with characteristic Australian resiliency, is turned into a warning of the action Australia must take as the result. That Australia confidently expected America to be associated with the Allied Powers in peace as in war appears from the confession of the Sydney *Bulletin*, that the "dream" is over and now comes the "awakening." Three facts in these first hours of "awakening" impress *The Bulletin* as having "a powerful bearing on the destiny of Australia," and it sets them down as follows—

"1. The United States refused to have anything to do with the League of Nations. Britain, France, and the rest may pledge themselves to defend the United States and each other if wantonly attacked by a predatory Power; but the United States will take no responsibility of the sort. Another Germany may arise, and go mad, and tear President Wilson's 'fourteen points' to pieces, and throw mud upon Senator Lodge's seven concrete terms, and utterly defy the Covenant of the League. Congress reserves to the United States the right to go on trading with such a nation—presumably even to sell its munitions for use against those countries which adopted the idea of an imminent millennium from President Wilson. Of course, the United States may interfere in such a case. But only after profound reflection has satisfied Congress that interference is for the best—from the United States standpoint. It will enter the International business as a partner when a 15 per cent. dividend is reasonably certain.

"2. The United States decided to build eighteen new capital ships 'with the object of beating British sea-power.' The chairman of the Naval Committee of the Lower Chamber estimates that by 1924 the gun-power of the United States and the British fleets will be equal. From then onward, unless Britain makes a strenuous effort, the Republic should lead on the sea.

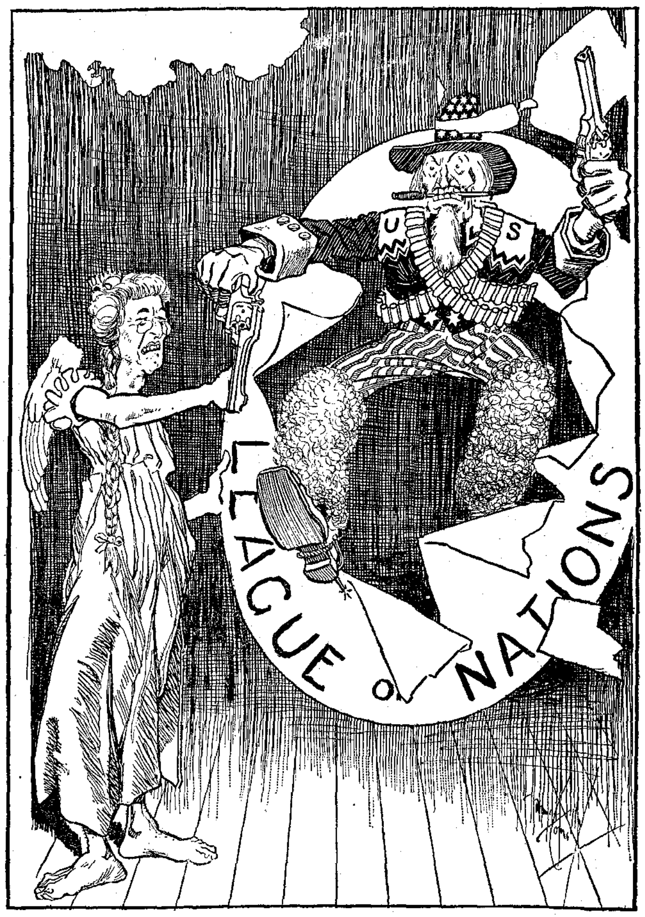
"3. The Canadian Government decided by an overwhelming majority to refuse to accept Lord Jellicoe's plans for a Canadian navy. It is offering the existing war-ships for sale, and is closing the Esquimalt and Halifax naval bases. The offer of ships from Britain has been refused."

Canada is in a position to adopt such a policy for several reasons, according to *The Bulletin*, which says that "many Canadians are so like citizens of the United States that it is impossible to tell them apart." During the past ten years more than one hundred thousand immigrants from the United States have poured into Canada annually. In the year 1909 to 1910 103,798 Americans arrived as against 41,144 English and Welsh. The French-Canadians, who constitute nearly one-third of the population, are "sympathetic to the States in proportion as they dislike England," and *The Bulletin* tells us further that United States citizens "claim that relations between themselves and the Canadians are so happy that there is no need for a solitary soldier on the frontier between the two countries." But there is a tie closer than either blood or sentiment, and *The Bulletin* proceeds:

"The war and the Panama Canal have between them made the Pacific the ocean of the world. The king position in the Pacific is held by Japan. The Japanese are spending £30,000,000 on their navy this year, and that is 20 per cent. more than they have spent during any previous year. With the object of putting their fleet on an equality with the best available for service against them, they are spending an additional £100,000,000 in the course of an unspecified period. Japan is not going to such ruinous lengths without an object in view, and neither is the United States. The sentiment of the latter is, roughly, that the great little brown men need a lesson; and the sentiment of the Japs is that they will not take a lesson from any one. Canada no more desires an unlimited influx of Japanese than its neighbor does; and rather than submit, it would probably both pay and fight. But its geographical situation relieves it of the necessity. Other considerations apart, the United States can no more have Japan in charge of Vancouver than of San Francisco. All that the great Northern Dominion need do, so long as the Monroe Doctrine exists, is to sit back and leave the dirty work to its powerful neighbor. It may not be a particularly high-spirited policy, but on the economic side it is beyond criticism."

It is not unreasonable to suppose, this Australian weekly goes on to say, that Japan, looking eastward from Yokohama, might find the gigantic United States Fleet too formidable. In that case it would "abandon its penetrative ambitions both in the United States and in Canada," and we read:

"The Japanese Government is understood to be friendly to Australia now. Japanese public opinion might not allow it to be, tho, once the ambitions of the expansionists, checked in the East, began to turn to the south. In that event the Commonwealth need not look to the United States for help. Our overthrow, far from menacing America, would act as a sort of insurance on its safety. Japan would be preoccupied for a century or more with the digestion of such a country as this. It may be said that Japan has not rejected the League of Nations in the forthright manner that the United States has. But why should the worker be bound by arbitration if the employer spurns it? Why should the Japanese follow Wilson when the United States is following Lodge? What illogical impertinence it is for the United States Senators to attempt to dictate to the Japanese in respect of the Shantung Peninsula while the same legislators decline to hear of any modification of the Monroe Doctrine! Whatever happens in Europe, it is plain that in this hemisphere the League of Nations has about as much hope as a politician who relies on his piety alone to win an election."



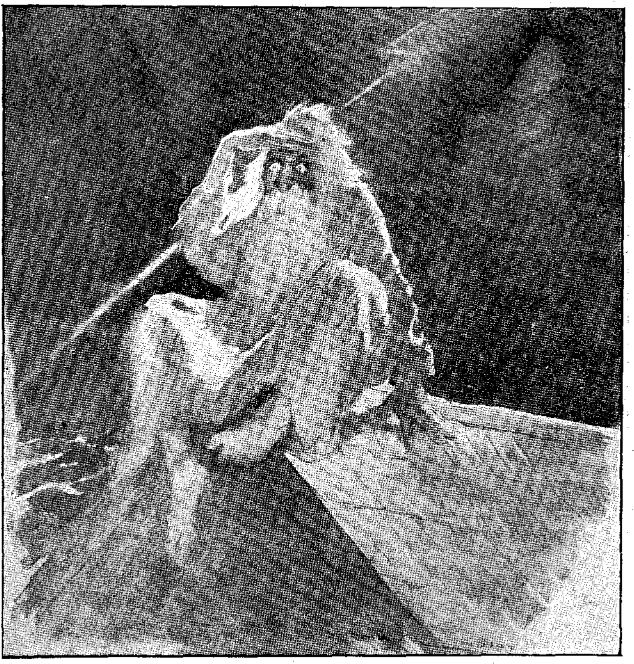
"THE GREATEST TURN ON EARTH."

"The Washington correspondent of the New York *Tribune* states that the Secretary for the Navy (Mr. Josephus Daniels) has announced that he will place before Congress within a fortnight naval plans providing for the construction of sixteen super-dreadnoughts and ten battle-cruisers. An expenditure of about £160,000,000 is contemplated."

—*The Bulletin* (Sydney, Australia).

It is in such circumstances as these, *The Bulletin* tells us, that certain members of the Australian Parliament are talking of imitating Canada's naval policy "on the ground of economy." Of course, the additional battle-ships and cruisers demanded by the Jellicoe scheme will mean money, and a lot of it, but we read:

"The probable alternative is what happened to Belgium six years ago; what happened to Korea after the Treaty of Shimonoseki; to Ireland after the Anglo-Norman invasion—what happens ultimately to every undefended country in every age. Granted that Jellicoe is right as to the superiority of the capital ship over every engine of attack brought against it (and, if the experts of the three greatest navies in the world know their business, he is), then the upholders of a feeble Commonwealth fleet are so many advocates of an Asiatic standard of living for white Australian workers. If the League of Nations had come to life as a practical policy, their arguments would have been unassailable. As it hasn't, it looks as tho naval retrenchment must follow the League to the tomb, so far as the Commonwealth is concerned, unless nationalism is ultimately to be interred there as well."



THE LOST DOVE OF PEACE.

NOAH—"What's become of that —— bird?"

—*The Bulletin* (Sydney, Australia).

The Sydney *Telegraph* tells us it has often been claimed that belief in an autonomous navy was first implanted in Australia by the visit of the American Fleet, and it hopes that the belief will be more firmly imprest on the Australian people by the naval reviews held in Melbourne and Sydney during the visit of the Prince of Wales, for it points out that—

"At present, when we think of defense, we very naturally think of an Australian army. During the war public attention was concentrated on the Australian soldier; nothing, or next to nothing, was heard of the ships which first chased the German Fleet from our coasts and then kept the way clear for transport. Yet the true lesson of the war is that Australia, like Great Britain, is an island and, as an island, must be defended at sea. The truth is emphasized by Lord Fisher in his comments on Lord Kitchener's scheme of defense, and again by Lord Jellicoe."

The Sydney *Morning Herald* thinks that with the "shifting of the center of international gravity from the North Sea and the Atlantic Ocean to the Pacific," Australia will have to rely more directly than before on naval strength for her security. Says the Brisbane *Courier:*

"In Australia, a section of the people imbued with extremist ideals look on the Navy—and on the military—merely as harbingers of war, and they are definitely antagonistic to naval defense. But, as Lord Jellicoe suggests, the majority of the Australian people, capable of empire vision, regard the Navy as a very real tie between themselves and other British citizens. Whatever modifications in defensive systems may result in the future, it is apparent that, for many years, at any rate, the safety and solidarity of empire will rest very largely upon the maintenance of the Imperial Navy."

LABOR CONSCRIPTION IN BULGARIA

AN IMITATOR OF SOVIET RUSSIA in the matter of labor conscription is Bulgaria, which resorts to this means for productive purposes, especially in the construction of roads and railways. But Bulgaria's compulsory labor law is much milder and more limited than that evolved by Soviet Russia, we learn from a Bulgarian correspondent of a British financial weekly, *The Economist* (London). Conscription for the army is forbidden by the Peace Treaty, he reminds us, but a bill before the Sobranje, the Bulgarian National Assembly, provides for introducing it for the service of the state in times of peace, and we read—

"Males are to be taken at the age of twenty, females at eighteen; none are exempt except married women, imbeciles, insane persons, and members of the Army or of the police. The term of service is sixteen months for males and eight months for females, three months of it at the least being devoted to preparatory training. Half the time is remitted for those who are the sole support of relatives whose total annual income per head is equivalent to less than 1,500 lire (francs): and students at high schools (and presumably at universities) are not to be called up till after the completion of their courses of study. Criminals sentenced to two years' imprisonment or less are to perform their service after their release; those with heavier sentences are to perform its equivalent in prison. Invalids are exempt till the age of twenty-four, when they are either to be excused entirely or put to such work as they are able to do. Nationalization in another country will not be recognized until the service has been performed. Moreover, after a superabundant harvest or a vast national calamity, or a national catastrophe such as a great flood, the whole population between the ages of twenty and forty-five may be called up—in special cases even those below that limit—for a period varying from three days to four weeks. The execution of the law is committed to the Department of Public Works, which is to include a Director of Labor and a Supervising Council, the latter representing all the other Ministries; and its local representatives (the district engineers) are to preside over an organization in close touch with the municipal councils, which is to raise the recruits and distribute them into categories for agriculture, industry, mining, professional labor, and so on. There are to be preparatory courses and new technical schools."

As indicated in the bill, the aim of this legislation is to repair the injury caused by war and "aggravated by an unjust peace." Also, it is intended to increase the yield of the property of state and local authorities, to act as in favor of the socialization of labor, and to cultivate the national and social feeling of the people. *The Economist's* Bulgarian correspondent admits that the undertaking is "an interesting experiment," but adds that compulsory labor, whether of slaves or paupers, in an eighteenth-century workhouse, or "unemployed" on relief works, or soldiers on fatigue duty, is "always relatively unremunerative and sometimes absolutely so." What is more, rigid discipline can scarcely be applied unless under the stress of war or preparation for war, this observer notes, tho he concedes that the plan "may possibly succeed in a primitive country like Bulgaria, where the chief industries are agriculture and mining." Incidentally, it is reported that the labor "conscripts" are to be employed at first chiefly on the construction of railways and roads. French correspondents at Sofia give a picture of Bulgaria's brisk recovery from the effects of war that is much in contrast to the slow recuperation of some of her neighbors. Fifteen months ago, we are told, Bulgaria was faced with famine, economic ruin, and financial exhaustion. There was a great scarcity of all necessary materials, prices were exorbitantly high, the people were demoralized, and the country menaced by Bolshevism. To-day all this is changed, and Bulgaria has resumed her ancient station through abundant crops, steady work, absence of strikes, and new hope in the hearts of the people. One enthusiastic Sofia correspondent writes that—

"It is evident from conditions to-day that Bulgaria will out-

Photograph from "Wide World Photos."

"HELP THE BLIND!"

Not as paupers, but as men who fought to save England, and who want to be taught to earn their livelihood, say the blind ex-service men who tramped on foot to London from Manchester, Leeds, and other cities. They carried white banners proclaiming the purpose of their pilgrimage, and on the long way trusted to friendly organizations for food and shelter.

strip the other Balkan states in the race to regain her economic power. The remarkable thing about it all is that Bulgaria's rebirth is brought about without foreign aid. With the exception of some flour bought in the United States, Bulgaria has had to depend for subsistence entirely on her own resources. While the other nations of the Balkans were celebrating their victories and were occupied with ideas about acquiring new territory, Bulgaria got to work. Her factories, her farms, and her industrial plants are buzzing with activity. Humiliated by defeat, the Bulgarian people toil with unexampled energy in order to resume the stride of progress."

BRITAIN'S WORKLESS VETERANS

BRITAIN IS APPROACHING A CRISIS in the problem of realining her fighting men in the labor forces of peace, it is admitted by some British editors, who note at the same time how complex this problem has proved in American reconstruction. But matters are much worse over there, of course, it is said, because England was in the war so long that her whole employment organism underwent a variety of transformations. A Socialist labor newspaper, the London *Daily Herald*, says that all through the war it issued warnings on these changes and showed how the drafting of women and unskilled men into workshops and the displacement of skilled men, together with the wholesale creation of war-time industries, would inevitably lead to chaos and strife when the war was over unless wise plans for the reorganization of labor were ready to be put into immediate operation. This consistent critic of the Government declares that the people were assured things would be all right and that proper provision would be made for everybody, so that "at the end of the war a new heaven and earth would materialize," but it observes:

"Women are out on the streets of London demanding work. In Bristol their employment on the tramways has caused serious trouble. Peers of the realm, who led armies in France and elsewhere, write to the press protesting against the unwillingness of trade-unionists to take in ex-service men as new members."

Before starting recriminations, this labor organ continues, it is necessary to get a clear idea of the basic fact, which is this: "The country will be no better off if women or civilians are thrown out of work in order to put ex-service men into work." In other words, throwing either men or women out of work in order to find places for others is obviously no remedy for unemployment, and we read:

"Organized labor, in and out of Parliament, must insist that work or maintenance shall be found for all. The capitalist system never has and never will find work for all. Its very existence depends on having at its disposal and under its control a reservoir of unemployed men and women.

"Yet it is really absurd, when we know how much work of public utility there is awaiting execution, that there should be any people out of work at all. Had the Government the same determination to find people employment, to get rid of poverty, to reorganize the life of the nation, as it had to defeat the Germans, every ex-soldier, every woman, indeed every willing worker could be at once set to work. It is for ex-service men, women, and trade-unionists to cease arguing with one another, and instead unite in a determined effort to compel the Government to adopt the principle of work for all, or, in default, full and adequate maintenance."

The Daily Herald is emphatic in its insistence that every one sympathize with the demand of ex-service men that they have employment under decent conditions and at proper rates of pay, and says that "it is an outrage of the worst kind that any of these men should be unable to earn their living." An added complication in the readjustment of Britain's ex-service men is presented in the great number of fighters who are blind as a result of their patriotic devotion. To awaken the conscience of English men and women to the seriousness of their social and economic condition, two hundred and fifty blind ex-service men marched from Manchester to London. They represent "tens of thousands of our fellow men and women who are denied the blessed gift of sight," remarks *The Daily Herald*, and who for the most part are obliged to accept "either the tender mercies of the Poor Law and workhouse system or to exist on an equally degrading form of so-called charity," and it adds:

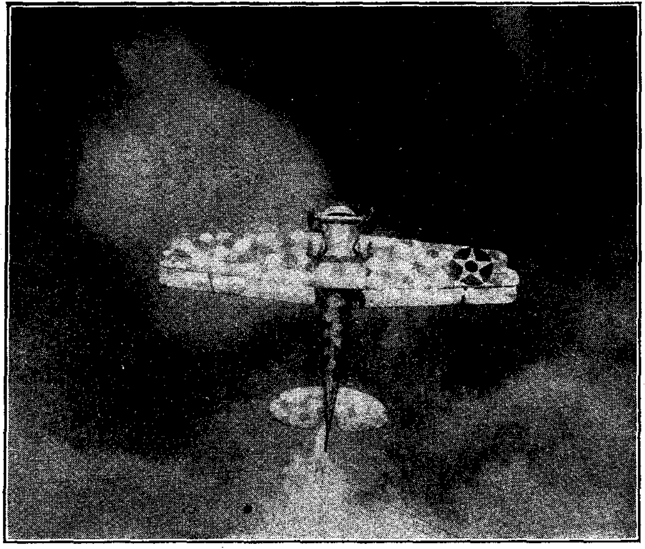
"We do not deny that many good people give large sums of money to aid and succor these helpless ones. We must all realize, however, that charity even when organized, as by the C. O. S., is the most extravagant and wasteful system possible for dealing with those in need. The Poor Law is very little better. In both cases it is the same story. Officialdom, buildings, red tape, espionage run away with the major part of the money.

"These marchers demand national assistance. Those who are able-bodied ask for training under honorable conditions, so as to be able to earn their own living. For those unable to work the demand is complete maintenance from the state, not in institutions, not as a matter of charity, but as a matter of right."

SCIENCE - AND - INVENTION

CAMOUFLAGING AIRPLANES

A MILITARY AIRPLANE IS MORE EFFECTIVE and less likely to be lost in combat if properly protected by its coloration. Camouflage in this case, as in so many others, may act directly to save human life. In *The Aerial Age Weekly* (New York, May 10), William R. Weigler, chief of camouflage at McCook Field, explains the principles on which it is operated in aviation. Protective coloration, he reminds us, exists in nature to a very great extent. The design of aircraft camouflage closely follows the color schemes of the snake or fish. Both are round in form and in general have two distinct systems, one on the top, a mottled colored pattern, and the other on the under-side, a light tone, blending on the sides so as to eliminate shadow effects. He says:



MODEL IN DIRECT CONTRAST WITH THE SKY.

"Probably the closest example is the fish, with its dark or colored back, which is seen in comparison with the dark water and stream bottoms, while, on the other hand, light colors are found on the under-sides, which blend with the lighter colors of the water when viewed from beneath.

"Aircraft functioning during the day should be protected by a double system of camouflage. In going to and from active duty it is often necessary for the plane to travel over a considerable distance, during which time the plane is generally in a horizontal position; therefore, when seen from below the plane is silhouetted against the sky as a background. The lower or under surfaces of the plane are, of course, in shadow. It is, therefore, necessary that all under surfaces of such planes be coated with some material that would be as bright as possible and would reflect back to the earth not only a large quantity of light, but also the color of the sky. If the camouflage could equal in brightness and color that of the sky, we could safely say that we have produced low visibility of the plane when seen from below. We have in this manner protected it from enemy planes flying beneath it and from anti-aircraft guns over which it must pass. Of course the complete invisibility just described is ideal and does not exist, but it has been worked out on models under conditions which approximate those illustrated above, with the result that a plane that would normally disappear at an altitude of twenty thousand feet so camouflaged would disappear at fifteen thousand feet, thus giving the plane the range of invisible activity of five thousand feet. This is an enormous advantage for aircraft operating under war-conditions, as it places the pilot of the plane in a position to observe without being observed, with the additional advantage that a plane can operate with a greater load if the ceiling at which it must travel can be lowered.

"The second phase of camouflage development considers the plane as seen from above with the earth as a background. In order to obtain low visibility, it is necessary to apply a coat to the plane which will have the property of making it merge or fit into this earth-colored background. The problem is not easy, as a plane moving over country is continually changing its environment. At one time a clump of trees or woods forms its background and at another a green field or a body of water. All these must be taken into consideration, and the final coating must contain that color which fits the greatest number of these conditions. Low visibility in this case means that the enemy planes which fly high could not observe the low-flying planes, and therefore would be at a disadvantage. Also that planes so camouflaged would not be targets for bombs when preparing for formations in front of hangars. A great deal of work has been done on upper-surface camouflage, both here and abroad, and much confusion has developed over its use or absence. The mean value of color as scientifically measured over a large area of terrane when properly painted gives a dark greenish color, somewhat darker and greener than ordinary khaki. Sufficient progress has been made in the manufacture of pigmented dopes which dry with dull mat surfaces to warrant their use as wing coverings. In this manner camouflage can be applied without additional weight and with added protection to the fabric. Also by controlling the portion of oil in the coating the light reflection factor can be increased or decreased at will.

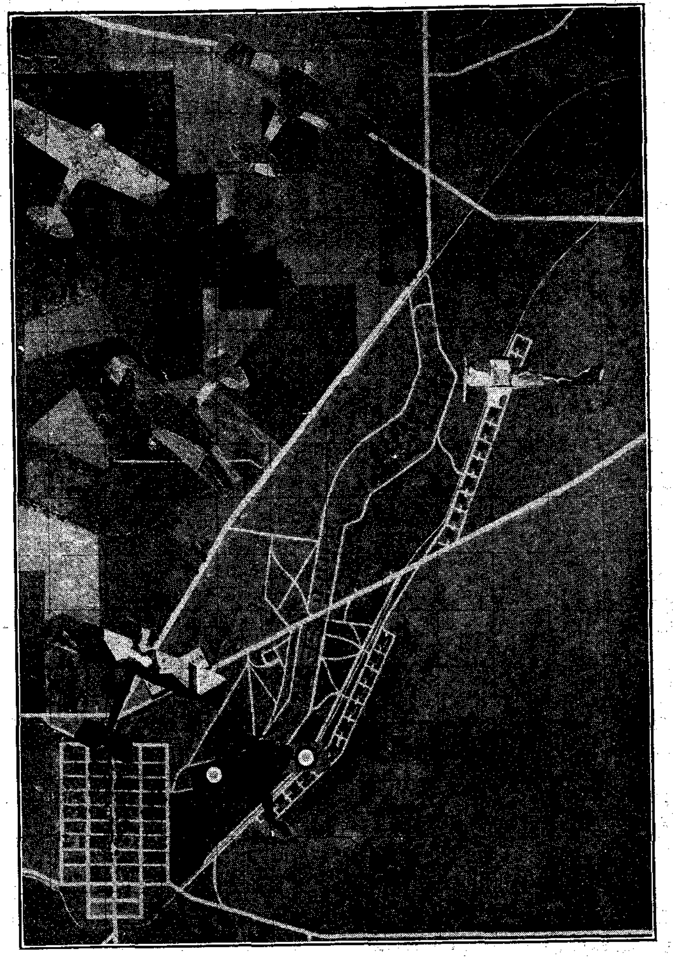
"In any system of coloration the background against which the plane is silhouetted is a controlling factor of the color and design used to obtain high or low visibility. It can readily be seen that there is greater contrast between a white object and a black screen than in a dull gray object and a similar screen. It is, therefore, obvious that a plane can be made more or less visible by a coat of paint. In order to obtain definite information upon which to base the correct or lowest visible colors or combination of colors, the best suited for camouflage of a plane in, that is to say, the temperate zone, a color survey of the territory must be taken."

Camouflage, we are told, not only deals with light, but with sensation and with its psychological effect. The human element, therefore, enters in to a very large extent. It is found, for instance, that the environment of colors plays a very important part in visibility. A greenish-yellow square of paper on a background of the same color will become invisible much quicker than a violet piece. To quote and summarize further:

"As shadows bear a direct geometric relation to the object which casts them, they often reveal a body when it otherwise would be concealed. Often a building that has been completely camouflaged and which otherwise could not be detected is seen quite distinctly by the enormous contrast formed by itself and the shadow it casts. The modern schemes of camouflage take all these facts into consideration, and measures are taken to eliminate or to lessen the effect of these shadows as much as possible, adding in every case considerably less visibility to the plane.

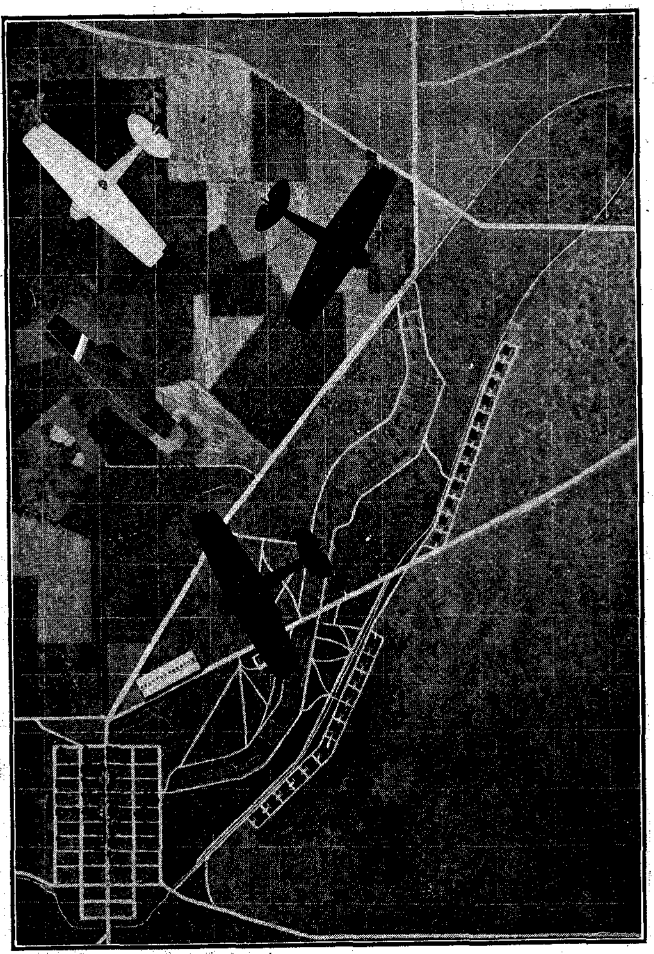
"The sensitive photographic plate was used to detect camouflage in the world-war with a great deal of success. Means of overcoming this detection have been studied. As the photographic plates recorded different colors only in varying degrees of grays, all that is necessary to eliminate the camera as a camouflage detector is to use such a combination of colors so that equal proportions of the pigments which cause various shades of gray to appear on the plate are embodied in the camouflage. Then, no matter what filter is used, the plate will always record the same gray or series of grays.

"Scale models of various planes were camouflaged and tested over miniature colored maps and flying fields and in contrast with the sky. These models contain on the top an average



EFFECT OF INSIGNIA ON VISIBILITY.

The *Spad* in the foreground, with its two bull's-eyes, presents an easy target. Lower visibility is recommended. We are now using in most cases two separate and distinct insignias, one a star in a circle and the other three bars or bands of color as is found on the rudder of our planes. Not only does this tend to confuse the mind, but it destroys the low visibility factor of camouflage.



COMPARE THESE DESIGNS.

Models done in plain khaki color, black, and clear varnished dope surfaces. By holding the illustration a short distance from the eyes, the camouflage plane will be seen to merge completely into background while the varnished or white khaki and black, which is distinguished in the photograph by a thin white line on the trailing edge of the upper wing, stands out distinctly with a sharp silhouette.

of six different colors, varying from light tan to dark blue green. As was found by a partial color survey with the eye, the earth colors were brownish yellow for wheat-fields, green for grass, purple brown for wet, freshly plowed fields, light tan for dry earth, and dark bluish green for wooded portions. With these colors placed on the upper surfaces of a plane, in proportion to the area, they appeared on the earth surface; certain of the color patches on the plane were merging with similar color on the earth surface, thus producing low visibility of the plane and also at the same time a distortion of its true shape and size."

TURNING TYPHOID INTO CITY MAINS

SEWAGE USED FOR INDUSTRIAL PURPOSES in the railway shops of an Illinois city got into the city mains through a leaky valve in a cross-connection and the citizens used it as a beverage. Result, an outbreak of typhoid. It may be necessary to use dilute sewage for boilers when the local supply runs dry, but the editor of *The Engineering News-Record* (New York), which reports the occurrence, argues somewhat plausibly that there is no excuse for feeding it to the human beings in the vicinity. The local official who reported the affair asserts that the same thing has happened in other Illinois cities. The editor opines that if the same casualties had resulted from a riot or a cyclone, the press would have featured it with rather large head-lines and that somebody would have been jailed. It is always cheaper to kill American citizens with disease-germs than with bullets or cold steel. Says the editor of the paper named above:

"This epidemic did not occur during the war-emergency two or three years ago, nor in Bolshevik Russia. It happened in January, 1920, in the heart of the Middle West, in the State of Illinois. Details of the piping system will not be found elsewhere in this issue, because there is nothing new or complicated to relate. The official who made the investigation apparently has become so hardened to the usualness of the occurrence, or perhaps to the hopelessness of ever expecting anything different, that he concludes his report in these words: 'The situation is only one more reminder of the dangers of permitting connections between two supplies, one of which is of safe quality and the other unsafe or questionable. Several Illinois cities have already paid dearly for their experience along these lines, and no time should be lost by others similarly situated to have such connections removed.' At least fifteen dead from typhoid fever, one hundred and thirty cases, and between three hundred and four hundred down with severe intestinal disturbance. That is a casualty record which, if it had occurred from a race riot, a cyclone, or a Mexican raid, would have claimed space in every newspaper of the country, with demands that the guilty parties be held responsible. But this calamity is unnoticed in the press, and some time afterward another eight-page typewritten report is filed in the archives of the Board of Health, while the guilty go scot-free. A few gentle taps on the wrist are administered no doubt, but what assurance have the two thousand shop-workers that the two systems will not again be connected when water is short and there is a handy sewer to tap?

"Unfortunately there are still some engineers, especially those in the employ of the fire-insurance companies, who see no harm in cross-connections or who put property risk above life risk Some day sanitarians will ask organized labor to help them get through real legislative safeguards in this line with adequate enforcement provisions and drastic penalties for breaking the law."

EFFECTS OF ABSTINENCE IN EUROPE

THE ADVOCATES of prohibition are already beginning to marshal statistics as to the result of the abolition of the liquor traffic on general welfare. It will not be easy, thinks an editorial writer in *The Journal of the American Medical Association* (Chicago), to establish the relation of cause and effect in the various phenomena of change. Altered social and economic conditions following the war have brought about new conditions of living and standards of conduct, the precise effect of which on the people of the United States remains to be clearly ascertained. He continues:

"However, in the matter of restriction of the consumption of alcohol, if not its entire prohibition, this country has not stood entirely alone in recent years. During the war our Allies and the enemy country restricted the manufacture of alcoholic beverages; and the neutrals surrounding the Central Empires did likewise. A curtailment has, moreover, followed not only through legal restrictions on sales which confined public drinking to certain hours and places, but also as the direct result of scarcity and high prices which made purchases difficult.

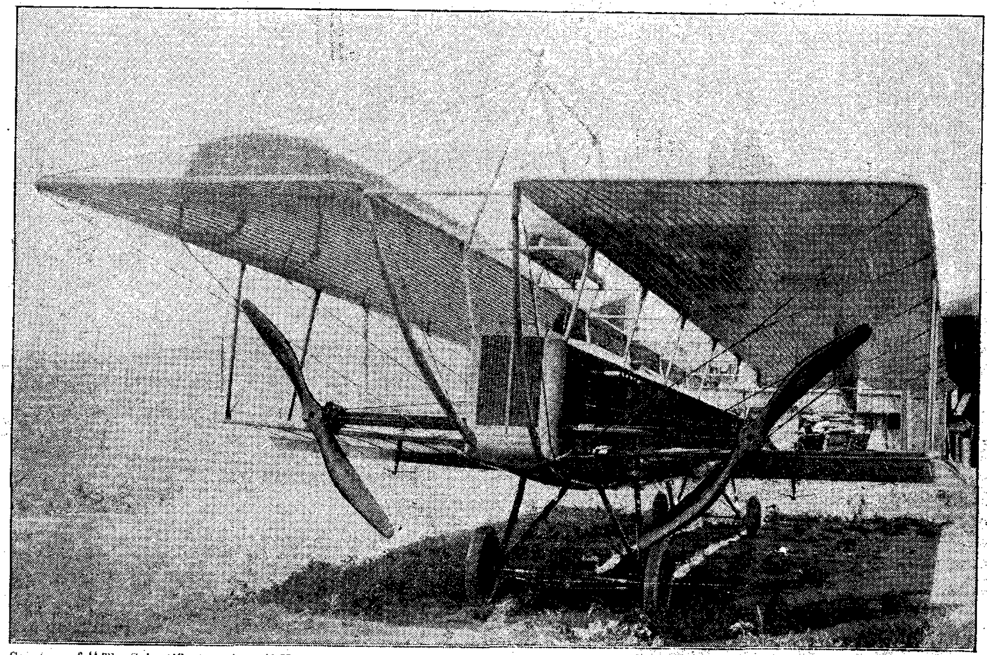
"The benefits of temperance to the thousands of men in the armies can scarcely be debated. An elaborate investigation made by a commission of scientists and clinicians for the German Government and published in 1919 affords interesting conclusions for the civilian population of a country accustomed to liberal indulgence in alcoholic drinks. It appears, particularly from the report of Professor Partsch, that in Prussia, as a result of restricted drinking, there was an extraordinary decrease of chronic alcoholism and the mental disorders attendant on it. Related bodily illnesses were also diminished. The decrease in psychic maladies was wide-spread, not being confined to any portion of the empire. The report finds special occasion to note the restoration of former chronic drunkards in many cases to an economically useful career.

"Contrary to what is alleged by some of the defenders of alcohol in this country—on what basis we do not know—the habitual use of morphin or cocain is not interpreted by the Prussian medical commission as the outcome of restriction in the availability of alcohol. It insists that the desire for strong alcoholic stimulants among the population has by no means become suppressed. Only the excessive cost and the restricted supplies are believed to stand in the way of a return to former habits, now that peace-time conditions are being restored abroad.

"If temperance enforced by the exigencies of a war has in truth exercised a highly beneficent influence on the nations, the problem of retaining its essential benefits is surely one worthy of consideration in any propaganda for the public health."

AIRPLANES BUILT LENGTHWISE

A NEW KIND OF AIRPLANE in which the wings lie longitudinally, that is, parallel with the fuselage rather than at right angles to it, as in the usual bird-shaped design, has been developed by Oscar H. Wisenant, of Colorado Springs, Colo. This novel flier is driven by twin propellers, one at the front end of each plane, and the two are connected with a single motor. The propellers revolve inwardly. The inventor argues that with his form of construction the greater lift is created on the under side of the plane rather than on the upper side, as in the usual crosswise machines. He claims that his machine will climb without perceptibly altering its lift. Says a writer in *The Scientific American* (New York):



Courtesy of "The Scientific American," New York.

THE PLANE WITH LONGITUDINAL WINGS.

"The longitudinal placing of the planes, it will be seen, tends to reduce head resistance by eliminating struts, wiring, and interference with the propeller wash, thus procuring increased speed, according to the inventor. The center of gravity longitudinally is well forward, a trifle in front of the center of lift, practically the same as in the dirigible. This machine has recently proved its automatic stability in actual flight, showing it incapable of going into a side slip. With a gliding angle of one to twenty-eight, according to the inventor, the machine is practically assured a safe landing.

"An elevator is attached to the extreme rear end of each plane, and by means of these elevators lateral and longitudinal balance is maintained. They are controlled by a joystick, the movement of the stick being forward and backward for longitudinal control and from side to side for lateral control. This sidewise motion causes the elevators to work alternately up and down—that is, in tipping to the left the stick is prest to the right, making the left elevator go up and the right down. This is, of course, practically the same as the action of the ailerons, in the usual type of machine. Straightaway steering is practically the same as in the crosswise plane, being controlled by a rudder bar operating the two rudders fixt centrally at the rear end of the planes and working in conjunction.

"Attached to the lower part of the body under the front end of the main planes, a little ahead of the center of gravity and in line of force, are two small wings having a slight dihedral angle. These are equipped with ailerons operated by a separate joystick fixt to the right-hand side of the pilot's seat. By a forward or backward movement of the stick the pilot is able to lower or raise the ailerons either together or alternately, which gives a lateral control, but not in conjunction with the rear elevators. In this way the machine is provided with two distinct controls. By lowering the ailerons, these small wings are made to add head resistance, enabling them to act as a brake in case of forced landing.

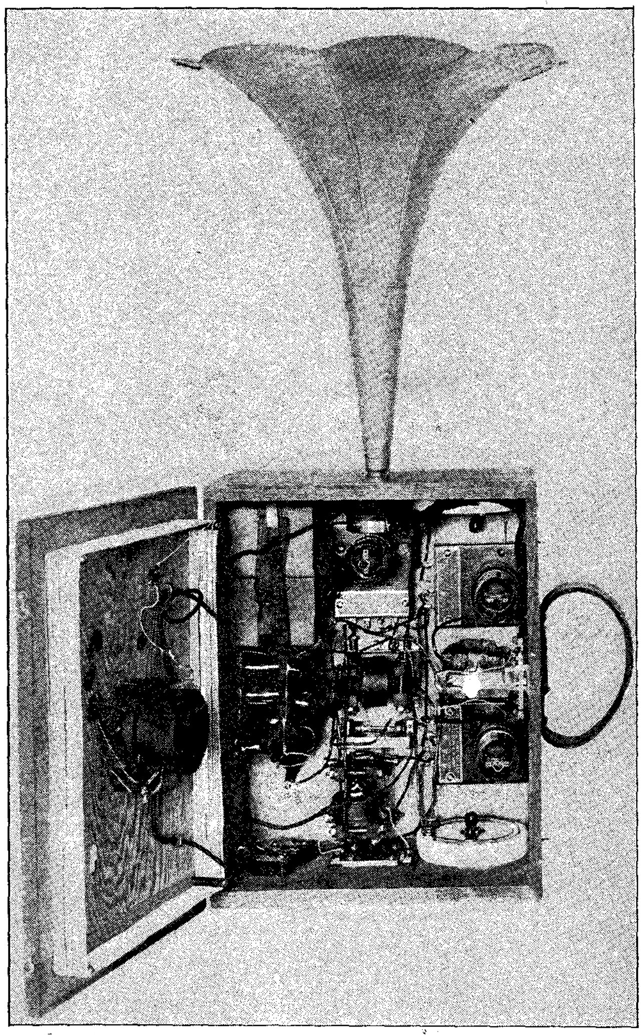
"Like all inventors endeavoring to revolutionize the standardized practise of any given art, Wisenant has had a long, long climb to attain his present realization of a full-sized machine. During the war the War Department took supervision of his work and forbade any publicity. The work went on, greatly aided by the Federal aviation authorities.

"In tests with a nine-horse-power motor, the longitudinal airplane here depicted has flown at low levels and taxied over rough terrane at fifty miles an hour. In a forced landing it lit on its feet 'as surely as a cat,' according to reports. A three-hundred-horse-power Hispano-Suiza motor is to be installed in this plane in the near future, and the new performances are almost certain to be of considerable interest. However, it is difficult at present to make definite promises of what the longitudinal airplane may do, and whether this type may in time come to be something more than a freak among aircraft."

"MUSIC WHEREVER YOU GO"

WIRELESS ONE-STEPS, played originally at a central station, and on tap wherever any one has a portable receiver, are promised us by Herbert T. Wade, writing in *The Scientific American* (New York). Those who have not kept pace with the developments in radio communication, Mr. Wade says, are apt to think of the wireless telegraph or telephone as a complicated arrangement of delicate apparatus, involving aerial wires and an array of various devices formidable and involved in appearance. He goes on:

"They would be surprized, indeed, to learn that a receiving instrument—the portaphone—has been developed in the Radio Section of the United States Bureau of Standards at Washington, which, packed in an ordinary case, can be transported with much less difficulty than a simple talking-machine, and which may be placed anywhere and receive wireless impulses in the form of signals, music, or speech, reproducing the same through a loud-speaking telephone and horn as shown in the illustration. Its height is some twelve inches, exclusive of the horn, while the compactness of the apparatus is shown in the view representing its interior. This device, furthermore, does not require an expert operator, but may be arranged by any one without previous special knowledge or training. The portaphone opens up many new possibilities. For instance, at 8:30 o'clock each evening a central station might send out dance music from its transmitting apparatus, and those who cared to dance could set up their portaphones on a table, turn on the current, and have the music furnished sufficiently loud to fill a small room. Or in the morning a summary of the day's news might be sent out to be received by a portaphone and digested by a family at breakfast, in which all could participate whether paterfamilias had the paper or not. Obviously there are a number of other applications of this simple device which serves to reproduce sound from the waves sent through space. A glance at the apparatus shows its simplicity. On the inside of the door of the case is shown a rectangle of wire forming the radio compass, direction coil, or 'loops,' which takes the place of the usual elevated aerial or antenna. The capacity can be adjusted so as to tune the apparatus to the required wave-length. The receiving set makes use of a vacuum tube detector and a two-stage amplifier, all operated by dry cells. The signals are passed on to a special loud-speaking telephone to make the vibrations audible, while the large horn reenforces the sound-waves until they completely fill a small room. The instrument as constructed at present has a range of about fifteen miles, or well within the limits of an ordinary city. The impulses sent out can be of such a wave-length as not to interfere with commercial wireless. The instrument is not sufficiently sensitive to respond to the long-distance signals coming from government or marine or commercial stations. So far the only application of the portaphone has been purely experimental at the Bureau of Standards, but it presents interesting possibilities."



Courtesy of "The Scientific American," New York.

PORTABLE MUSIC BY WIRELESS.

IN DEFENSE OF THE GLASS FRUIT-JAR

UNWARRANTED SUSPICION was cast upon the old-time family friend and preserver, the glass fruit-jar, when it was found that the cases of ripe-olive poisoning a few weeks ago were caused by olives put up in glass containers. A later report from the Bureau of Chemistry of the Department of Agriculture shows that the trouble was due to faulty sterilization rather than to the glass receptacles, and the Bureau "authorizes the statement that it has met with a gratifying degree of cooperation on the part of packers of ripe olives in improving methods to such an extent that danger from botulinus-poisoning in future packs will be eliminated," tho it hints in the passages quoted below that some few packers are not following all its suggestions. When cases of olive-poisoning began to make their appearance, responsible olive-packers immediately began to withdraw from the market ripe olives in cans and bottles about which there was the least suspicion. Now, the government chemists tell us, "there is no reason to anticipate danger from properly packed and processed ripe olives, whether they be packed in tin or glass containers." A bulletin issued by the Bureau of Chemistry says of the causes and the remedies:

"The experts agree that the trouble is not inherent in the type of container that is used. Whether the olives be packed in glass jars or in tin cans they may be rendered absolutely safe if proper precautions are taken to prevent the infection with bacteria during handling, and if the packages when filled are sterilized at a sufficient temperature and for a sufficient period of time.

"Unfortunately some packs of ripe olives put up in glass as well as some in tin during past seasons were not prepared with all the precautions now known to be essential and were not sterilized at a sufficiently high temperature, and some of these goods in glass were responsible for the fatalities.

"Since there is a possibility of danger from any ripe olive which has been insufficiently sterilized, the Bureau of Chemistry has suggested to the industry that all ripe olives in glass or in tin wherever located be carefully inspected and that any which show the slightest degree of decomposition be destroyed. It has further suggested that all ripe olives which have not been processed at a sufficiently high temperature be returned to the packers for immediate reprocessing at a sufficient temperature to insure complete sterilization. With few exceptions the olive-packers have most heartily fallen in with all suggestions made in the interest of the public safety; and by mutual agreement entered into by practically all of the packers, they are now taking steps to withdraw from the market all ripe olives in glass containers which have not been sterilized at a sufficient temperature.

"Similar steps are being taken by some of the packers in the case of minced olive relishes."

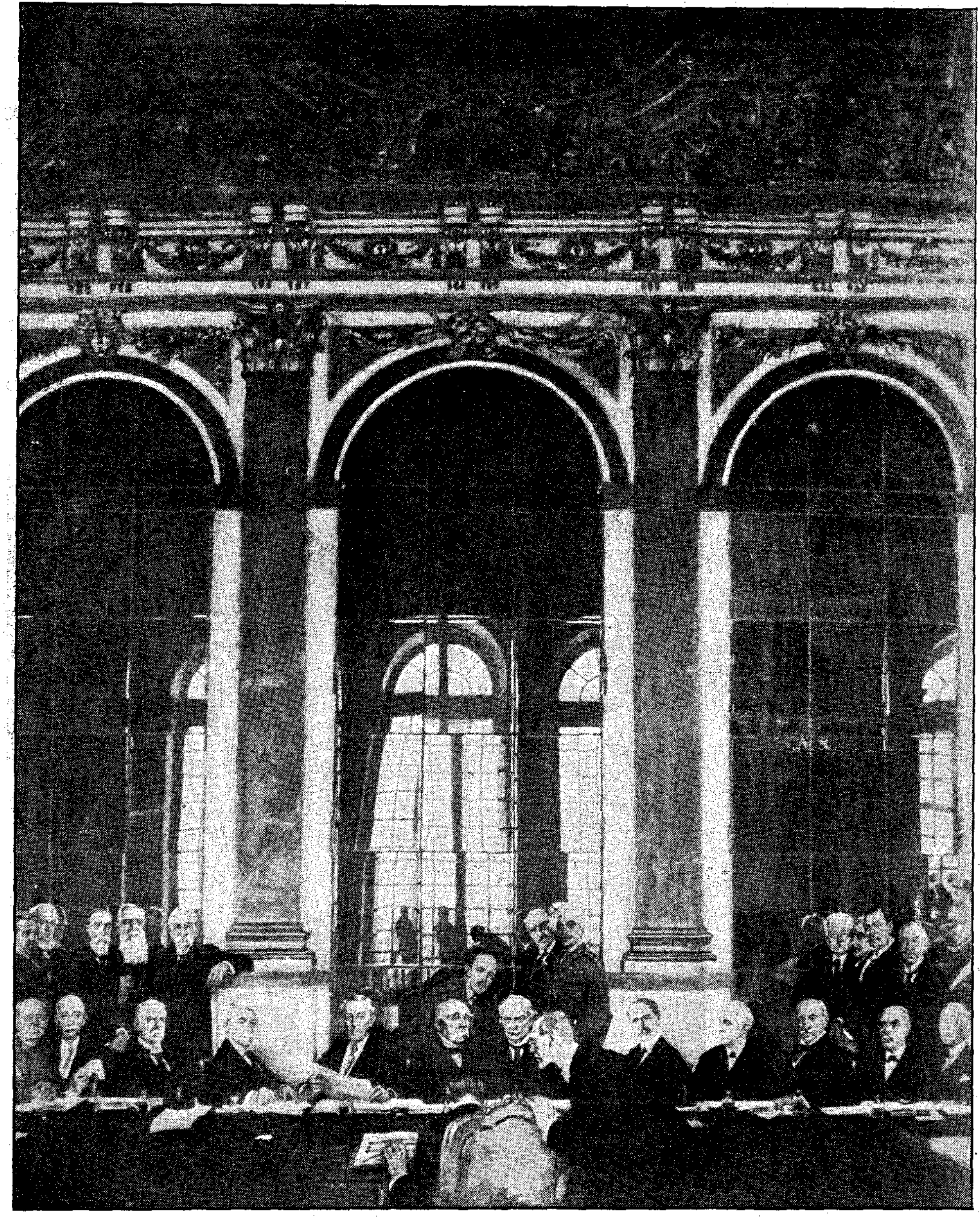
DEPARTMENT OF SCIENCE AND INVENTION CONTINUED ON PAGE 121

LETTERS AND ART

LITERATURE DRAMA MUSIC FINE-ARTS EDUCATION CULTURE

PERPLEXITIES OF PICTURING THE PEACEMAKERS

WE ARE NOT YET SELF-CONSCIOUS ENOUGH to require all our doings to be translated into paint. Neither does our social life reach one of its peaks in a picture exhibition. So nothing like the annual Royal Academy Exhibition figures with us, tho we figure this year in the British show to the extent of President Wilson's presence in the group engaged in "The Signing of Peace in the Hall of Mirrors," which Sir William Orpen, at the behest of the British Government, has painted mainly for posterity. Tho this canvas covers ample space on the walls of the Academy, it seems to be rather a butt of irreverent comment. Mr. Clement Shorter, of the London *Sphere*, speaking more for the common man than the art-critic, frankly "can not stand the interminable pictures which place on record the Peace Conference and other great events." He grants that they "will no doubt thrill a later generation, but they do not seem to me to be the least bit inspiring." What Sir William meant to symbolize, in his painting, by the over-towering architecture of the room is not revealed. But his Wilson, his Clemenceau, his Lloyd George, *et al.*, sink into insignificance beneath the glare of mirrors. Mr. J. P. Collins, writing to the Boston *Transcript*, suggests one baleful effect of the picture:



Photograph from "Wide World Photos."

GERMANY'S TRAGIC MOMENT.

The moment chosen at the "Signing of the Peace Treaty in the Hall of Mirrors, Versailles," by Sir William Orpen, is that when the two German delegates were affixing their signatures. Note the drama in each man's attitude, the two Germans being in the immediate middle foreground.

> "Sir William Orpen, the new Academician-elect, has sent in his two picture-groups of the Peace Conference at Paris, but he has carried his easel bang up to the Council Board, and the result is a galaxy of statesmen who are crusht up against the gilt and carven wall like a case of butterflies under glass. What is worse, his portraits are often recognizable simply because of mere points of obvious differentiation, and not because he has caught the lineaments, still less the nature, of the sitters. When you carry the square or spot stroke into portraits of less than an inch apiece or thereabouts, it is usually a case of hit or miss; and the monotony of civilian costume has made the few uniforms a positive relief. Thus, while the painter has done well with the Maharajah of Bilkanir, the Emir Feisul, and the Japanese delegate, he has failed to make anything but caricatures of Mr. Clemenceau, Mr. Wilson, and Mr. Lloyd George, and poor caricatures at that. Perhaps Mr. Wilson's illness is accounted for by a premature glimpse of Orpen's pictures. His best attempts are with General Botha, General Smuts, Lord Milner, and Mr. Montagu, with Mr. Venizelos (in a skull-cap), Mr. Barnes the burly, and Mr. Balfour next."

Contrasted with Orpen's is the more highly considered art of another great picture depicting the British War Council:

> "Herbert Olivier, a new man, has had the sense to give us the spaciousness of big deliberations, and content himself with a few good portraits, but mere indications for the rest. It is absurd to flatten out a round table full of statesmen into a pattern of

monotonous profiles; just as it is to reduce a row of great admirals all to one side, as Sir John Lavery has done in his picture of Lord Beatty reading out our terms to the German envoys at Scapa Flow. Another Scapa Flow canvas which will draw the crowd is Mr. Bernard Gribble's representation of the German scuttlings, which by singular good luck the artist happened to see. Mr. Wyllie's fine elegy to Admiral Hood is mainly smoke and sunset; Mr. Streeton's record of the Thames peace pageant is spoiled by a rigidity of parallels and a consequent harshness in composition. Otherwise the pictures reminiscent of war and its sequels are disappointing, and so tired are we of battle-scenes that peace will certainly be popular at Burlington House, if it is under a discount everywhere else."

The sensational picture of the exhibition, in spite of the world-cracking importance of the subject of Sir William Orpen's canvases, is a portrait of "Mr. Minney." He is jocularly called "the roast-beef of old England," and *The Illustrated London News* expresses its "gratitude for the appearance on these walls of even a moderate degree of real humor." In pursuit of the same subject of humor this writer goes on to deal further with the peace pictures, particularly the one of the Quai d'Orsay, not reproduced here:

"For humor that is elusive and a trifle sour, and the more refreshing on that account, we must go—where think you? Not to the Clarksons of St. John's Wood, but to the Hall of Mirrors, Versailles, as Sir William Orpen saw it when Dr. Bell and Hermann Müller were in the act of signing peace, and to the same artist's picture of a Peace Conference at the Quai d'Orsay. In this latter canvas the delegates are placed in a row, a table in front of them, and an elaborate gilded wall, with niche and statue, behind. Mr. Wilson is in a high-backed gilded chair, somewhat aloof. Mr. Clemenceau has turned his back on Mr. Wilson, and flaps enormous gloved paws at Mr. Lloyd George, who wears the ''cute' expression invaluable to a politician who must deal decisively with the destinies of several strange continents. In front of him is the bottle which is like to prove the most enticing 'problem' of the present Academy. Or is it only a siphon? Mr. Balfour sits at the end of the table, his head judiciously narrowed, to the prejudice of his brain-power, to fit him into the frame. Paderewski, pale of countenance, stands above him; and the tone portraitures of fourteen other delegates are introduced with the extraordinary competence peculiar to Sir William Orpen among Royal Academicians.

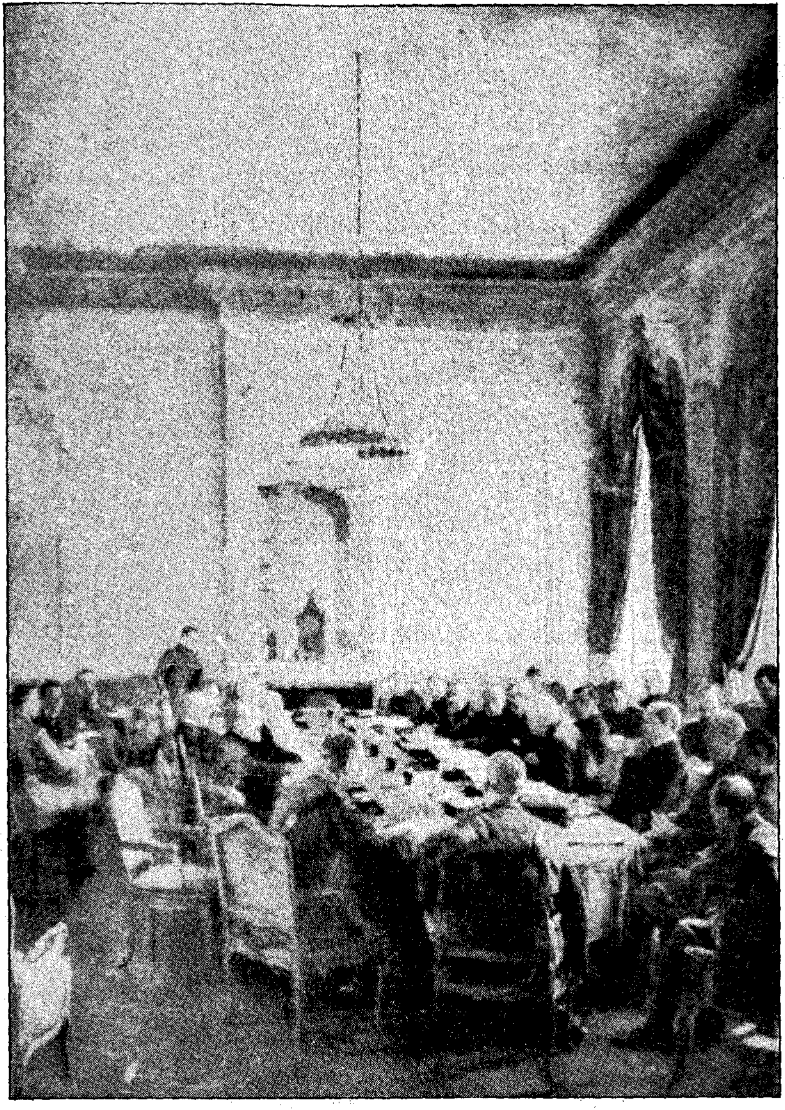
"The camera could not have done better. Indeed, the only complaint to be made against Sir William is that he inclines to be photographic. Especially in the picture of the signing of peace does Sir William Orpen remind us of photography at its best, the photography that records the sheen of polished surfaces, the glint of glass, and the tones of shadows in an interior. In this second and more important picture we have the same portraits as before, plus the Germans, but with the difference that all the delegates, who were at their ease in the other, have assumed their official expressions. The only entirely natural personages in the piece are Dr. Bell in the act of signing, and Hermann Müller, fair, gaunt, and very earnest, bending over his countryman, of whom one sees nothing but the extended elbows, like those of a schoolboy at a hated writing-lesson, and the back of a head with upstanding hair."

Against this may be quoted Mr. J. M. Keynes's pen portraits in "The Economic Consequences of the Peace":

"Of Mr. Clemenceau: 'He closed his eyes often and sat back in his chair with an impassive face of parchment, his gray-gloved hands clasped in front of him.' Of President Wilson and the Prime Minister: 'The President's slowness among the Europeans was noteworthy . . . and he was liable, therefore, to defeat by the mere swiftness, apprehension, and agility of a Lloyd George.'"

REIMS'S APPEAL TO TOURISTS

"THE PHYSICAL SENSATION OF FRANCE!" It is this thing, so real and vivid to us only a year or two ago, that seems to grow less and less powerful. The phrase is Mr. André Tardieu's, and he charges the loss of what it represents against Mr. Lloyd George. But England's Premier has many fellow culprits. The particular evidence of the case is England's imposition of a crushing tax on champagne which will almost prohibit Reims's recovery from her war-losses, unless, indeed, the tourist profits compensate. Mr. Ferdinand Tuohy sets forth the situation of Reims to-day in the London *Daily Mail*, and offers some good advice to intending tourists:



"THE SUPREME WAR COUNCIL."

This canvas by Herbert A. Olivier is one of the largest in the Royal Academy Exhibition, measuring 14 by 20 feet. The group is considered a more successful arrangement than Orpen's reproduced opposite.

"There is something infinitely more poignant about Reims to-day than when it was being steadily battered to bits during the war.

"Then all was numbing tumult and imperious necessity. Thumped this way and that by every known emotion, one's sensibilities became blunted to the tragedy being enacted. Reims was the front line and had to be defended. The rest was a pity.

"Now all that kind of reasoning is over. We are faced with a city trying to rise again, just like a cruelly injured horse. And trying to rise against time. That is what is happening at Reims. Bare necessity demands that Reims shall rearise before tourists get tired of her—Reims, which, as if not sorely stricken enough, now sees her *raison d'être*, champagne, being barred all over the world. . . . . .

"Fifty thousand *Rémois* have returned to their shattered homes, yet all remain refugees in the bitterest meaning of the word. Refugees not merely from home and hearth, but refugees from a life that was. . . . . .

"Take a walk through Reims, and get to know the meaning of that dull word 'Reparation'!

"Stand amid the masonry and scrap-iron of the theater and let the old doorman tell you how Bernhardt once played there; study the notice boards jabbed all about you in the ruins, family claims to the ground where once stood their homes, their all; then see these same families asleep on mattresses in long, public hutments or ravenously eating bread and stew in municipal kitchens; read the 1920 Reims address-book, a tale of changed addresses to huts and waste land; visit the Arts Museum and watch men, women, and children searching for their property amid one great dump of beds, armchairs, and tables, all, according to the official inventory, 'in very bad condition'; walk in quiet, trafficless streets past people almost all in black, and with ghostly walls on either side relieved here and there by patched-up shops selling onions, boots, and milk all in the same shop-window; listen to the tragic merry-go-round, imported to liven things up, and jangling out the 'Merry Widow Waltz' where once stood a statue of Joan of Arc; finish your pilgrimage before the skeleton cathedral, built of bones against the moon. . . . . .

"Go to Reims, crowd to Reims, because these poor people want your money, but go there with bowed head and cancel laughter for a day. Do not aspire to mirth and music and dancing after the day's sightseeing . . . that is, unless you like jazz-time at a funeral.

"Get things right. Picture how these survivors are preparing to receive you, how with hardly a call on labor they are running up hutments, and patching and plastering up hotels, and digging out odd rooms, and laying on water, and buying up thousands of candles, and getting Charlie Chaplin, and hiring Italian fiddlers, all for you . . . that you may study their misery in comfort. Get things right . . . get what they think of you, staring at them in their adversity, fresh from your Paris hotels."

CLASSICAL VS. JAZZICAL MUSIC

THE JAZZ is making inroads among our orchestra-players in such way as to rob us of talented musicians for the future. What we sacrifice to the dance mania is perhaps not appreciated, but one of our oldest music critics, Mr. H. E. Krehbiel, sounds a warning. In speaking of the drain made upon the symphony orchestras for players of jazz music, he points to a condition of progressive impoverishment. Orchestras, as he shows, are composed of four departments or choirs: the strings, wood-winds, brass-winds, and percussion. "In not one of these classes is there a sufficient number of players in New York to supply the organizations which are spoken of as permanent," he declares, while, in referring to the wood- and brass-winds, he makes a more startling statement. "In these two choirs it is no exaggeration to say that there are not enough players entitled to be called artists—that is, musicians who are artistically efficient—in the United States to meet the need which the multiplication of orchestras has created in New York City." This, as shown in the New York *Tribune*, is the state of affairs:

"The demand for trombone-players, for what are called 'jazz' bands, has not only made it difficult to keep them in symphony orchestras, but it is destroying their artistic efficiency. The principal characteristic of 'jazz' music is the vulgar sliding from tone to tone. To produce this effect, resort must be had to unnatural contortions of the lips and forcing of the breath. This plays havoc with the *embouchure* of the musician, and, if persisted in, inevitably unfits him for artistic music. We must not go into technicalities in an article like this; nor is it necessary. It is enough to point out that the need of a correct and sensitive *embouchure* is so essential that in the good orchestras of Europe there are always a double set of wind-instrument players, and no oboist or horn-player, for instance, is expected to play two days in succession, or more than two or three days a week. When Schuch, director of the Royal Opera at Dresden, visited New York in the Conried régime he spoke with pained amazement of the policy of the Metropolitan Company's management in compelling its musicians to play every day. What would he have thought of 150 operatic performances in 138 days?

"Some orchestral players have abandoned high-class music to play in the 'jazz' bands at hotels and restaurants where there is dancing, the reason being that they can command wages as high as $125 a week for such work. When the dancing mania has died out, as it must when the world returns to moral and physical health, these musicians will be unfit for the higher reaches of their art. Not only their ability but their taste also will be vitiated. One need not be a moralist to see how the dance-music of to-day (the 'Blues' type especially) has kept pace in degeneracy with the dance itself.

"In the early days of the one-step and its fellows a considerable amount of beauty was recognizable in the compositions brought forward by Mr. Europe and other Afro-American as well as white composers. There were admirable examples of the Argentine Tango, which had been brought from South America, fascinating melodies of a Spanish type superimposed on the rhythm of the Habañera. Originally the Tango was a lascivious dance, but it had been made into a thing of grace and beauty. It was too difficult, however, for dancers who could not even master the waltz and who found pleasure in tight embraces and interlocking knees. There has been a further descent to the shameless 'shimmy,' and those who know whence that exhibition of licentiousness came will not be surprized when it is followed by its companion in lewdness soon to emanate from the negro brothels of the South. That, however, does not concern us, except as it will tend still further to debauch music and lower the standard of our symphony orchestras."

If the losses here entailed did no more than reduce the number of our professedly high-class orchestral concerts occurring between November and May, support might be found for a state so bereft. But Mr. Krehbiel contends that quality goes while the numbers remain. He presents a formidable comparison to enforce the poverty of our plethoric state. Last season New York heard more music of the symphonic type, he points out, than all the capitals of Europe combined. "More New-Yorkers heard this music than were in attendance at the symphony or Philharmonic concerts, as they are almost universally called, in London, Paris, Berlin, Vienna, Hamburg, Budapest, Cologne, Munich, Mannheim, and all the other centers of classical music united." All this array of musical activity argues at least a willingness to spend money, yet—

"Every one of these large concert organizations has ended the season with a large deficit. Next season there will be a larger number of concerts and a correspondingly larger deficit all around. If the audiences have been larger than ever, why is this so? Because the expenses of concert-giving have steadily risen for years. Will they be less next season? No. Why not? Because the demands of orchestral musicians have made the meat they feed on. This union of musicians federated with that of labor generally is considering a large number of changes in its by-laws to make the employers pay more than they are now paying. Like other artizans, they are demanding more pay and less work. In these demands they are upheld by the action of the employers, who are bidding against themselves."

On the basis of such facts as appear here, the outlook for the next season, according to Mr. Krehbiel's showing, is something of a witches' dance:

"The Philharmonic Society is asking subscriptions for forty-four concerts of the symphonic order, the Symphony Society for a like number; the National Symphony Orchestra, which will take the place of that known as the New Symphony Orchestra during the season just ended, has projected sixty concerts; the Boston Orchestra, which has successfully weathered the storm created by some of its members, who were eager to throw over their allegiance to a management and ideals which had given it world-wide repute, will continue its ministrations in New York with ten concerts in the Borough of Manhattan and five in the Borough of Brooklyn; we shall have five or six visits from the Philadelphia Orchestra, which New York admirers and its promoters in its home city seem to think essential to the education of the denizens of the metropolis; the new organization in Detroit wants to be heard here, and it is within the bounds of probability at least that Cincinnati, which, because of its biennial festivals, has loomed large upon the country's musical map, may think it wise again to visit us; there will be concerts of a special character (for children, for young people who have ceased to be children, but require classification; for charities and advertising schemes more or less cloaked under professions of benevolence) by the permanent organizations and also those which are tentative, but profess a local habitation and name. The number of concerts thus listed will be over two hundred, and to them will be added the miscellaneous concerts of a more popular character, given on Sundays in the Metropolitan Opera-house and the Hippodrome."

LOWERING TAXES TO MUSIC

TAX-REDUCTION would be musical enough to some of us without any symphony orchestra or coloratura soprano accompaniment, but the latest gospel is that every big and little town can cut its tax-rate and save the young folk from the grip of Satan at one and the same time by the simple device of setting up "a competent symphony orchestra and an opera-house," to be maintained at public expense. This happy thought rises from the brain of none other than G. Bernard Shaw. The conservatism of young countries, voiced by the New York *Times*, declares that "the happy thoughts of Bernard Shaw would perhaps be more persuasive if he could forbear the attempt to show us that they must result in the saving of sundry pounds, shillings, and pence." But Mr. Shaw's proposal is to municipalize music—an aim that the British Music Society has already espoused—and he insists on the necessity, in propaganda to this end, of considering "the general terror of the ratepayer that the rates would be put up." As reported by the London *Morning Post*, his argument was more moral than economic. For our reader's easier comprehension we turn the speech back into "direct discourse," a form that English journalism abhors. In that form Mr. Shaw said:

> "It is necessary to point out, therefore, that artistic and musical culture is a thing that pays in the long run. The municipalities have charge of the morals of the community, and very often they have a great deal of trouble in connection with the measures they have to take. I have taken part in those measures, and I am forced to admit they are almost an encouragement to immorality; the measures are so entirely futile. If you really want to raise the morals of a district you must remember that the community consists very largely of young people growing up. At a certain period in their lives, when they begin to take a greater and more general interest in human relations, and before the time when they can afford to get married, it is no use pursuing a policy of what is called Puritanism—a policy of strict repression of their human impulses. The real remedy is provided by Nature and, you might say, by God. If you find young people subject to temptation you have to find an outlet for all those impulses in art, and especially in the art of music. If young men have music and pictures to interest them, to engage and satisfy many of their impulses, and to enliven their days, they will not go to the low pleasures of the streets; they will have an alternative and will be too fastidious to do so. If the tendency is in the direction of a state of barbarism and Philistinism, then the profit will go to the people who exploit the vices of the streets. That is one of the things too seldom mentioned in this country. Vice leads to drunkenness and degradation of character, and it is not only a loss to the community, but it contributes materially to the keeping up of the rates. If that is explained in detail, I think even the most parsimonious payers of rates would be persuaded that in the long run it would make the towns healthier and better and keep the rates lower if they have an abundant and a generous provision for art."

The Times admits, however, that "the psychology of his project is as interesting as its economics are dubious." For why:

> "In spite of the French saying, the critical period in determining character is not middle age, but adolescence and the decade following it. That, according to all statistics, is the period during which vicious and criminal habits are mainly formed. Few go hopelessly wrong after thirty. And it is almost equally manifest, tho exact statistics are lacking, that very few achieve the love of beauty in any of its expressions after the self-same period. Now, the impulses that result in vice and crime have often much in common with those that find expression in music and drama. This was once a paradox, but modern psychology gives it abundant proof. Both are expressions of the vital impulse in revolt from the humdrum routine life. The young folk who thrill to the passions of *Romeo* and *Juliet*, the heroics of the 'Nibelungen Lied,' will be less likely to be beguiled by the lures of the streets, the exploits of the juvenile gangster. And, vice and crime being thus summarily eliminated, is it not obvious that the tax-rate would be lowered?
>
> "Unfortunately, not all of those who accept the worse are capable of the better part; and there are some whose humanity is so capacious that they can accommodate art and vice in the same earthly vessel. Life is seldom as simple as the economy of the Socialists. Beneath Mr. Shaw's extravagance, however, there is a great truth—and one which is by no means as novel as it appears in his statement. Settlement house and recreation center, with their music, drama, and dancing, college athletics, and all the myriad forms of the outdoor movement, are founded upon it. After centuries of Puritanism the world is realizing that the worst thing for the morals of the young is to suppress their vital impulses; that the best thing is to give them a normal, wholesome and, if possible, a beautiful expression. This gleam of sanity was the inspiration of the war-camp recreation movement, and it resulted in a vast moral betterment—and doubtless in no little economic gain."

A FRENCH HISTORIAN ON WILSON

GRATEFUL, INDEED, must it be to a much-buffeted man to see, if only speculatively, the verdict of history, rendered by a historian upon his purposes and deeds. Joseph Reinach, the French historian and publicist, sends to the New York *Times* an estimate of President Wilson, from the point of view of "a French Republican" who was "Gambetta's first secretary," later "one of the authors of the 'Revision of the Dreyfus Case,'" and "by profession a historian." Thus he continues:

> "As I know something of the past, I read sometimes in the future. And I love justice.
>
> "I sincerely believe that President Wilson has made a number of mistakes. He is a man, and men are not gods or demigods, or even infallible popes. But I am quite certain that Wilson's name will be written in history on the same glorious tablet with Washington, Lincoln, and Roosevelt. He is a political man, with some of the professional deformations of party politics; but he is a statesman of the largest size, and all of us—I mean the people who know something of our contemporary history, who do not follow the upper mob or the mob from below in its exaggerated enthusiasms and its nonsensical hatreds, who are not accustomed to howl with the wolves and to shriek with the parrots, who are no snobs, who remained afar from the Wilsonian snobbism and who keep afar from the anti-Wilsonian snobbism—we are waiting for the hour when full justice will be honorably rendered to your President.
>
> "Full justice implies some reserves. I could express important reserves. When President Wilson spoke of 'peace without victory' he was mistaken. When President Wilson spoke of a French imperialism he was mistaken; Paris is not Berlin. But how could a Frenchman, who knows and remembers; how could a civilized man who knows and remembers—how could he forget that Wilson succeeded in bringing into the war, not some of the American people but the whole of the American democracy; that Wilson, in the spring and the summer of 1918, was one of the men who saved humanity from Ludendorff's most violent attack; that Wilson is the man who revived the old Greek, the old Christian, the old philosophical idea of a society of nations?
>
> "The fourteen articles were not perfect, but they greatly helped the victory of liberty and right. . . . . . .
>
> "I, as a Frenchman, as a stanch Republican, as a historian, I refuse to be ungrateful. I remain grateful to Joffre, to Foch, to Clemenceau. I remain grateful to your splendid American boys. I remain grateful to the officer who went to Lafayette's tomb and simply said, 'Lafayette, we are here!' I remain grateful to Roosevelt, who was the St. John Baptist of American intervention. I remain grateful to Woodrow Wilson who did the deed."

RELIGION-AND-SOCIAL-SERVICE

EMBARRASSMENT OF THE INTERCHURCH MOVEMENT

FAILURE OF THE "FRIENDLY CITIZEN" to subscribe his allotted quota of $40,000,000 for its current expenses, the stress of adverse criticism, and the withdrawal of the Presbyterians from the associated effort have brought the Interchurch World Movement to what, "in the intensity of the hour," some have pronounced "the most colossal collapse in the church since the days of Pentecost." Others, however, do not share so grave a view. *The Christian Work*, for example, believes that "out of the present crisis will come a new consecration to this Interchurch Movement." The decision of the Presbyterian Church to terminate its connection with the Movement was taken at the Philadelphia meeting of the General Assembly, which, however, decided to maintain for one year an advisory relation with the work and to contribute to it, "when properly organized," the sum of $100,000 in equal quarterly instalments for the year 1920–1921. The Methodist Episcopal General Conference, on the other hand, adopted at its closing session in Des Moines expressions approving the plan of the Movement, and recommended that the membership of the Church assist in a further canvass under contemplation. While all the sects underwriting the joint effort are succeeding, under its stimulus, in their individual drives, the campaign among "friendly citizens," which was expected to yield a sum largely in excess of the operating expenses of the Movement for the past year, has fallen short. According to accounts in the press, this campaign has yielded only $3,000,000, while the expenses of the Interchurch plan have been nearly $8,000,000, which means that the cooperating denominations may be obliged to pay the large amounts they agreed to pay in the event that the Interchurch failed to raise its own operating budget. The general committee has taken steps to meet the deficit by reducing its expenses after July 15 from approximately $1,000,000 a month to $150,000, and by progressively curtailing its forces as various parts of its work are completed. For the current expenditure up to July 15 plans are being made to raise $10,000,000. Approximately $180,000,000 out of the goal of $336,777,572 has been contributed so far, and, in spite of opposition from several quarters, the special conference which met recently in New York has decided to continue the movement until May 15, 1921. Various causes are blamed for the present embarrassing situation. Under the heading, "The Interchurch Débâcle," *The Christian Century* (Disciples) says:

> "The effort to raise so large a sum of money was late in starting, and there was not time enough to make adequate preparation for its completion. There was a distressing reaction from the exhilaration of the war-time drives for funds, partly the result of too many appeals, partly due to the cost of living, partly to the heavy tax demands on people of means and usually generous impulses, and several similar causes. The limitation of the Movement to denominations at the demand of some of the participants sacrificed the assistance of several very strong inter-denominational agencies which would have lent strength to the enterprise. All these and other items were enumerated in the list of obstacles which had slowed down the energies of the drive.
>
> "But the real cause, as was apparent to all who faced the situation, the thing of which least was said in the open session, was the denominational spirit that from the first doomed the Movement to a limited success and threatened a complete failure. More than once the leaders spoke candidly of this fundamental weakness of the plan as it was developed. Yet they spoke without heat, as those who long ago discovered that they had been set to do a great work, and then deprived of the only asset by which it could hope for real success—actual unity of effort."

Other observers believe that the Movement smacks of materialism, and point to the difference between the present effort to raise a gigantic sum for the evangelization of the world and the simple program adopted by the first and greatest evangelist. To William G. Shepherd, who was especially engaged to set down his observations for *The Christian Herald*, it seems that "the Movement lacked a great bounding-forward progress that would serve to sweep America into an enthusiasm for its churches because of two things: first, the feeling that money was expected to take the place of the spirituality of the old-time religion; secondly, the distrust of classes that seems to permeate all American life—indeed, all civilization." He goes on to say that "the rich men have hurt it among the classes," and "the working classes have hurt it among the rich." However, he looks forward optimistically. In his opinion:

> "The Protestant churches of the United States have passed through a crisis which probably can be compared with nothing in their history, with the possible exception of the period of the Civil War, which caused a break in so many denominations.
>
> "For five days the whole question of interdenominational cooperation, toward which the far-seeing leaders had been working for a great many years, hung in the balance. Jealousies, intense bitterness of feeling which has resulted in some deplorable recriminations, fears for denominational prestige—these were only a few of the elements that entered into a situation from which the complete collapse of the Interchurch World Movement seemed imminent. The crisis, however, has been successfully passed. A series of trials are still to be met and overcome, but they are being met with such a spirit of determination that there is every hope that all future impediments will be removed."

Yet other criticism has been leveled at the endeavor because it did not include in its circle Unitarians and Universalists, tho, as some of the journals of those denominations charge, it was ready enough to receive contributions from them. The Unitarian "is outlawed as ever of old, so far as having a part in the Movement itself is concerned," says *The Christian Register*, urging:

> "Do not give a cent. To do so is both to stultify our divine gospel and mission and to insult our own being. It is permissible to help in the surveys, or in any other work which in a given community a liberal and decent orthodoxy may invite and justify; but when it comes to your money, hold it as tightly as the orthodox brethren hold their inhospitable dogmas. Be well assured, no Unitarians will have any say whatever in the financial and spiritual conduct of the Movement. Let no blandishments from well-disposed individual ministers or laymen in the orthodox churches beguile a Unitarian soul, or make a mark of him. Self-respect must have its day."

But this same journal says also that it "is downright sorry about the outcome," and goes on in more charitable tone:

> "We hear some persons say religion is set back a hundred years by this fiasco. But, no. It could hardly suffer so much as that, because, for one thing, it is already very far back. It means to us that it has not gone forward, in the spirit of unity. That is all. We must all pray and work, nurture a good temper and constant patience, and entrust the good God to move all our hearts that we all may be one, as Jesus in a far less promising time prayed and worked. Even the most regular of churchmen can learn something."

"The scandal of the big 'drive' of the Interchurch World Movement is becoming more and more apparent," remarks *Unity*, which believes:

"The Interchurch Movement, like the Federal Council, has

Courtesy of "Interchurch World Movement."

LEADERS OF THE INTERCHURCH WORLD MOVEMENT.

Photographed while they were touring the country to rouse enthusiasm for the campaign. From the reader's left to right they are: Dr. Ralph E. Diffendorfer, Dr. J. Y. Aitchison, J. Elwood Cox, Dr. O. E. Cory, Governor Carl E. Milliken, of Maine, John D. Rockefeller, Jr., Dr. William H. Foulkes, Mrs. Richard S. Emrich, Dr. S. Earl Taylor, Daniel A. Baker, Mrs. Henry W. Peabody.

excluded Unitarians and all other liberals, for reasons of worldly expediency. It has totally abandoned its early dream and endeavor of organically uniting the Protestant sects, and thus ending 'the scandal of a divided church.' It has openly surrendered itself into the hands of the social reactionaries as an agency for the suppression of all enlightened progress. The Movement was nobly conceived, but it is basely born."

Remarking that "some strong things are being said in connection with the breakdown," and that some have declared it to be "the greatest blow to Protestantism since the Reformation," *The Presbyterian* (Philadelphia) declares solemnly that this is "no time for exultation in any part of the Church. God is visiting the nations, and he is also trying out his Church in the fire." "Churches, it must be sorrowfully admitted, are not free from politics, any more than are communities," observes Rae D. Henkle, another writer in *The Christian Herald*, who believes, however, that by far the great majority of the younger denominational leaders, "men and women who are looking forward, who see beyond creedal boundaries to the great good that may come to humanity by united effort in home and foreign mission fields, are thoroughly and whole-heartedly committed to the principles on which the Interchurch World Movement was founded."

THE MODERN "ARMY OF MARTYRS"

MARTYRDOM OF THE MINISTRY is as much demanded to-day as it was a thousand years ago, tho now a niggardly pittance is substituted for the rack and the stake. And, says a writer in *The Lutheran*, who avers that he does not complain, but prays the Lord to give him the grace of endurance, "there was never a time, under the old covenant, when they did not stone the prophets; there was never a time, under the new covenant, when they did not persecute the ambassador of Christ." The early apostles and the "noble army of martyrs" did not withdraw from sight of the waiting cross or turn back from the rack and the wheel. They did not say, "I'm going to quit the ministry; I won't stand it to be burned alive!" If they had deserted their posts, we should have accounted them cowards. "And are there no martyrdoms for us ministers to endure?" asks this philosophic clergyman. And in the brave spirit of a martyr he answers: "The want—the pinching want, the dues and duns and debts, the scarce clothes and scant stores—these are the rack and stake of our times; and that minister is a coward who forsakes his post because of the pain they give." So much from the minister's outlook. But what of the side of the people? he asks, and answers:

"They belong to the class of men who broke the servants of Christ upon the rack or burned them at the stake. They are of the number of those who killed the prophets. They are like the ones who caused the apostle to testify, 'For thy sake we are killed all the day long; we are accounted as sheep for the slaughter.' But tho they do the murderous part—the slow, murderous part—that does not justify the minister in laying down his office or bidding anywhere and everywhere for a salary increase. He should fortify his heart as did the same apostle, and, with a faith that does not shrink, he should adapt the Scripture and say, 'Who shall separate us from the work of Christ? Shall tribulation, or distress, or persecution, or famine, or nakedness, or peril, or sword?' And he should take the Lord at his word when he says, 'I will never leave thee nor forsake thee.' It is true, if we ministers were to cultivate the martyr spirit, the most of our congregation would help us to secure the martyr crown and then brag about it! But we must endure without murmuring or complaint. We must even assume the attitude of the apostle, 'I take pleasure in necessities!'"

It would seem that piety must continue to subsist on a starvation stipend, for, according to a writer in *The Presbyterian*, there is not one dollar of the Interchurch World Movement fund for the underpaid minister in effective service, tho the average salary of one-half of the preachers in America is $643 a year—less than a living wage. Yet—

"On this amount they are expected to keep a family that averages four or five persons. As a result, their food is greatly curtailed. Some of them do not have meat more than once a month. The clothes are so threadbare they can scarcely appear in public. When operations are necessary, they have no money to pay for them; they are unable to visit sick or dying parents. Is this not mortifying to any Christian? The nation is aroused over the shortage of pay for teachers, but their case is not one-half so bad as that of the preacher. Most teachers have but one to support. The average for the preacher is five persons. Is it not time the Church was aroused? The great Interchurch and other movements have wholly overlooked this minister problem. They are raising millions for other causes, but not one dollar for their overworked pastors. They are expecting these very men actually to carry out in the churches, and from house to house canvass, the plans which the swivel-chair officers on big salaries have laid out. The secretaries are high-paid and high-lived, and highly transported, while these pastors must do the work and raise the money to pay all others. If they fail to meet the work assigned them, they are blacklisted. If they reach the sum allotted, then their people are so drained they have naught left to support their pastors. One denomination boasted that they had raised $120,000,000 in one year, and had $20,000,000 in the bank, and yet in that same denomination one-half of the ministers received less than $700 per year. It is estimated that if the present pressure continues, some fifty thousand ministers will be forced out. If this spreads so as to reach all the underpaid pastors, fifteen thousand churches will be closed. If the modern church loses her ministry, then will the candle be removed from the candlestick. The minister is not a mendicant, but an ambassador of the King."

IS THE CHURCH TOO FAST OR TOO SLOW?

MUCH USE is being made by the Church of motion-pictures, concert-singers, and lay readers from the stage to fill the pews; but, after all, is there too much vaudeville in religion, or are the churches still too slow? The ministry are striving to extend the influence of the Church, and all sorts of innovations have been introduced into religious effort to increase its popularity. But just getting the people into the church building, "however much sanctity may cling about the place, is not going to produce marvels and miracles of regeneration of the individual or society," says *The Universalist Leader*. We have many instances of crowded churches, of ministerial pride in sending to denominational papers glowing accounts of weekly increases in the congregations; "but for real genuine results, religious, educational, social, or civic, the small struggling society with a meager congregation is proportionately the one that is producing the goods!" To what end, then, are the concert-singing, the annual fraternal service which brings out all the lodge members, the "intellectual stunt" of the pastor, the movie show, the bowling-alley where the vestry used to be? "What becomes of the primary purpose of the Church?" And so, while it commends these secular appeals and expresses its belief in them, this journal wonders "if we are displaying genuine efficiency in our management of a situation which is serious." Are we keeping a just balance? Religion must take account of these secular items, but why should not our schoolhouses "in their extensive and expensive idle time," large factories, and business blocks, when not in use, be put in service for these particular appeals? Instead,

"As soon as a church through worthy or unworthy misfortune begins to run down, instantly the demand is that it be turned over to these other interests; why not the school and the business block? Simply because there is something more to the church than to these others; there goes with the church the spirit of service and the people who will serve, and this high and holy spirit is played upon. Our point is not that we should not have some or all of these things in connection with our churches, but let us not go daft about them, and think the crowd will justify anything in the way of eccentricity. The man with a book-store of the very best books could not get the crowds, they passed right by, and so he filled the windows full of monkeys and the store full of parrots, and soon had to call the police to protect him from the crowd. But notice this, he did not sell any books!

"Too often we find that churches with abundant means, which belongs to the dead, will advertise a Sunday concert, practically, by famous musicians, and they get fair congregations, when it is known that the preaching of the minister by itself, or as a part of an ordinary service of worship, would not draw a baker's dozen, and yet the preacher will boast that he had so many people to hear him! Well, what did he do to, and for, and with them? So far as any one knows, absolutely nothing. He never touched them, as the boys say; they came to hear the music, and counted listening to the minister the price they paid for their pleasure!

"This matter of religion is the most serious matter of the age; religion is elemental to all good, social, individual, educational, recreational, and it must connect up with every phase of human life; it must use the wisest methods to get in touch with mankind. . . . Fireworks will draw the crowds, but it takes the kitchen fire to keep them!

"Let us not lose our sense of proportion; let us keep our balance; let us play the game fair; let us not exchange good nourishing food for a glass of soda-water! Let us have sense."

Agreeing that conservatism, poise, dignity, caution, reserve, tradition have their place, John Ray Ewers writes in *The Christian Century* (Disciples) that he finds "the churches are still theological ice-houses, still closed every night, except prayer-meeting night, and most of them could just as well be closed then for all the good that is done by a handful of weary and pious old saints gathering to hear a half-baked talk by the pastor." The church should not be turned into a public dance-hall, or a "rip-roaring house of mirth," but it might learn much from the Y. M. C. A. For example:

"In the new edifice that we of the East End Church, Pittsburg, are planning there is to be a whole floor given over to club rooms. These same rooms will be used by Bible classes on Sunday. In these rooms will be pianos, victrolas, writing-desks, reading-tables, and plenty of easy chairs. Every night in the week these rooms will be open to the young people. Light, music, entertainment will be provided. No one who has not lived in a boarding-house can appreciate what this means. A reporter said to me the other day: 'I wish there was some place where I could meet a decent girl on equal terms.' Soon after a nurse said: 'I would welcome an opportunity to meet young men of the right sort.' Never were our cities so congested. Never were rooms at such a premium. Hundreds of girls have no place to entertain their young men—holding hands at the movies is about all they can do! Hundreds of young men drift about the streets, walking back and forth, aimlessly—and the churches occupy the best corners, cost thousands of dollars, pay no taxes, and are as dark as Egypt! It's a rotten crime."

And while the flotsam and jetsam drift about the streets:

"I know of a church occupying one of the choicest locations in a big city, a site that would sell for about two millions of dollars, and last Sunday night eighty people were in that church —counting two preachers, the choir—which is paid to come! and the janitor—also paid to come. This church is very dignified, the choir is wonderful, the preacher gets about $10,000 per year. What's wrong? Jesus had his miracles to help him! He was a *sensationalist!* He was ahead of his times! He smashed traditions. He was radical and revolutionary. I tell you the Church of to-day is unspeakably slow."

WOMAN'S NEW PLACE IN THE CHURCH

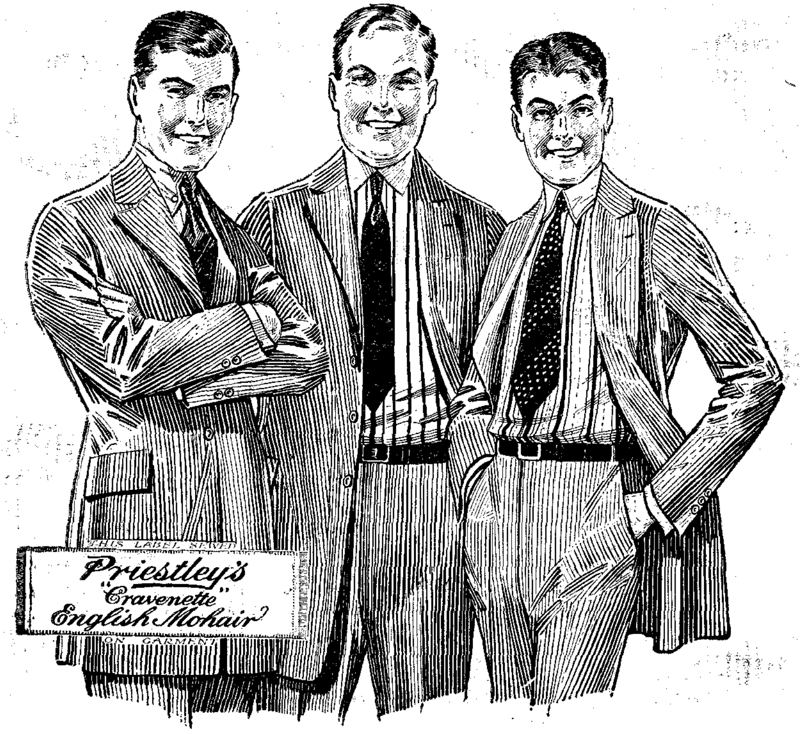
THE POLITICIAN'S CONCERN about the new importance of women in politics is, according to *The Christian Century* (Chicago), shared by ecclesiastical authorities who are beginning to realize that women who are voters and members of legislatures and delegates to national conventions are no longer content merely "to sew carpet-rags and cook oyster suppers in the name of religion." The writer in the Disciples weekly thinks that altho women have made up so large a proportion of church congregations and have done so much of the hard, inconspicuous work, they have not had their due share of leadership and of representation in church councils. He says:

"For obvious reasons women have been less willing to ask for ecclesiastical representation than they have been to ask for political recognition. In church organizations precedent is even older than in the political structure and often it is coupled with the word of authority. But there are some elements in the present situation, as regards the relation of the Church to woman's place and work, which are worthy of serious thought.

"It has always been carelessly assumed that the Church need give no attention to women—that it would hold them as a matter of course. This assumption is no longer a safe one. It is constantly asserted in liberal circles that Christian faith is no stronger to-day in the women of America than it is in the men of America. Whether this be true or not, it is certainly true that women no longer accept Christianity as a matter of course because they happen to be women. They pause and question here as in all things else. It is a pity that those who question lack the steadying power of an adequate task. It is a pity that women with minds for prophetic vision and wills for spiritual conquest should be so largely an unused force in the Kingdom. Ecclesiastical authorities may well be asking what shall be done with the women who are no longer content to sew carpet-rags and cook oyster suppers in the name of religion.

'Where the heart lies let the brain lie also,'

wrote Browning in dedicating his poems to his wife. The gift was unique. Men have brought to women all tributes save that of their intelligence, the recognition of woman's mind as destined to become capable of independent action. That it is becoming thus capable is a source of extreme embarrassment to Church and state to-day."



Worn by Particular Dressers

Priestley's

"Cravenette" English

MOHAIR SUITS

The coolest, most shape-retaining, feather-weight suits men can wear during a hot, sultry day

FULL OF WEAR—YET LIGHT AS AIR
DURABLE AS A WORSTED
DIGNIFIED IN APPEARANCE
SELDOM NEED PRESSING

Do Not Require Washing or Laundering

The fabric is made in Bradford, England, where Mohairs are always the best the world produces. The suits are tailored in America by the leading makers of Summertime clothes, who know how to make cool, comfortable suits without sacrificing style or wearing quality.

Every genuine garment bears the PRIESTLEY LABEL. It identifies the fabric—guarantees its genuineness

FOR SALE BY LEADING CLOTHIERS AND MERCHANT TAILORS

CURRENT - POETRY

The Pilgrim Fathers' Celebration will doubtless call forth much occasional verse. *The Atlantic* (June) prints this, which, with "Rose Perennial" following, gives us a chance to exhibit two moods of the same writer. The moods are not antipathetic tho varying in theme:

NAMES

By Abbie Farwell Brown

From Somerset and Devon,
From Kent and Lincolnshire,
The younger sons came sailing
With hearts of steel and fire.

From leafy lane and valley,
Fair glebe and ancient wood,
The counties of old England
Poured forth their warmest blood.

Out of the gray-walled cities,
Away from the castled towns,
Corners of thatch and roses,
Heathery combs and downs;

With neither crown nor penny,
But an iron will they came:
Heirs of a great tradition
And a good old English name.

An empty silence met them,
On a nameless, savage shore;
But they called the wild "*New England*,"
For the sake of the blood they bore.

"*Plymouth, Exeter, Bristol,*
Boston, Windsor, Wells,"
Beloved names of England
Rang in their hearts like bells.

They named their rocky farmlands,
Their hamlets by the sea,
For the mother-towns that bred them
In racial loyalty.

"*Cambridge, Hartford, Gloucester,*
Hampton, Norwich, Stowe"—
The younger sons looked backward
And sealed their sonship so.

The old blood thrills in answer
As centuries go by,
To names that meant a challenge,
A signal, or a sigh.

Now over friendly waters
The old towns, each to each,
Call with their kinship in a name;
One race, one truth, one speech.

There are many tragedies in farm-life that never get written. This poem seems to be the summation of those that pertain to women. It is said that the insane asylums are too overpeopled with inmates of this class; perhaps the tangled rose-bush that one sees in deserted farmstead plots explains why there are not even more. *Contemporary Verse* (June) prints this:

ROSE PERENNIAL

By Abbie Farwell Brown

The worn gray slab yet lies before
What once was a thrifty farmer's door;
Now roofless cellar and scattered stones
Show skeleton hopes with time-picked bones.
Here backed against a crumbling wall
Still blooms at bay, unpruned and tall,
A soil-disdaining moss-rose bush,
The delicate buds in faintest flush;
Clutched by the brambles and woodbine,
Whose envious fingers tear and twine.
There was the huge barn; here the yard,
Where the grim farmer labored hard
From dawn to dark, and never knew
A dream beyond the crops he grew,
The stock he raised; the silver store
Under the loose board in the floor.

To and fro, to and fro,
The feet of his little wife would go,
All day long and half the night,
Up a flight and down a flight;
Pantry to kitchen, pen to barn,
Cellar to garret with loom of yard;
In to the babies, out to the men,
Down to the pasture and back again.
Farms were never planned, you find,
To save the steps of womenkind.

One can trudge and drudge through a long life's course,
If she discover a hidden source
To seek when the spirit is faint and dry.
Here was her rose-bush growing high,
That he never knew—for he never cared—
This was her joy no mortal shared.
Her hands were never too stiff or tired
To foster beauty the soul desired.
Never too worn the busy feet,
Never too dull the old heart's beat,
For a furtive trip to the little shrine
That made the moment a pause divine.

Here by the bush one glimpsed the hills,
Where forests crooned and ran free rills;
One breathed deep drafts from a wind-swept sky,
Sunset, moonglow, mystery.

This was her rose-bush by the wall.
Gone is the farmer, farm and all,
The herd, the crops, the silver store.
The children grown return no more
To the hearth deserted, the loveless place,
Haunted by one enduring grace—
A dream of beauty torn with brier,
Clutched in vain as it clambers higher.

Imagination is a more potent force to evoke the dead than our modern, fashionable means, according to a contribution to the New York *Times*. Judged by results, the instrument here employed must be awarded the palm:

HEAVENLY GUESTS

By Antoinette Edmundson

I heed no medium's occult call,
No hieroglyphics on the wall,
No shrouded light in salons dim—
Decoying specters gaunt and grim—
No silly little ouija board,
To be cajoled, urged, and implored:
For when at eventide I sit,
With mellow ingles softly lit,
My grandame comes in sweet attire
From other spheres to share my fire.

From out a broidered bag she takes
A bit of needlework that wakes,
With scent of lavender and vine,
The silver ways of auld lang syne.
Our hearts hold converse passing sweet
While crickets chirrup at our feet;
We thread the lilac-bordered walks
In these our happy memory talks—
"The old rose-garden's gone," I say,
"And jonquils there are holding sway."

"Nay, nay," she answers, smiling wise—
"They're blowing now in Paradise.
I mold their falling petals dear
Into a rosary each year—
Forever lengthening out a chain
To mitigate the old world's pain."

As thus we speak of treasured days,
There comes to us, 'long amethyst ways,
A little child well loved of yore.
Between grandame and me there sits
A tiny chair that she just fits;
No word speaks she, but slips in mine
Five fingers warm from Mary's shrine.
Six golden years God gave to me,
Of her most precious company.
How sweet for these beloved to wait
At eve beside the wicket gate!

To show that the "weeping willow" period of our literature did not wholly pass with the 1840's or '50's, we have this in the *Harper's* of June, 1920. Perhaps it is well to hold out a hand backward into the past and so confirm the integrity of our literary continuity:

A SONG IN SUMMER

By Charles Hanson Towne

When the days are on fire from the lamp of the sun,
And the long afternoons heal the heart with their peace,
I dream of a time when my life will not run
On these highways of joy where the flowers increase.

Oh, I think of a day when the clouds will drift by
In lordly procession above yonder hill,
While I shall be sleeping beneath the hushed sky,
But dreaming, still dreaming, tho lying so still.

Yet well I shall know of this pageant of green,
This splendor that thrills through the wide, aching world;
And see once again what my glad eyes have seen,
When June's splendid banners are proudly unfurled.

The pomp and the glory of summer I'll know;
I shall see the moon rise on the crest of the hill;
And I shall be happy when soft the winds blow,
And smile in my sleep, tho I lie there so still!

Spring brings a full crop, but this, we venture, is one of the fairest blooms among the lot. *To-Day* (London) offers us this by a writer well known and admired here, tho long sojourning abroad:

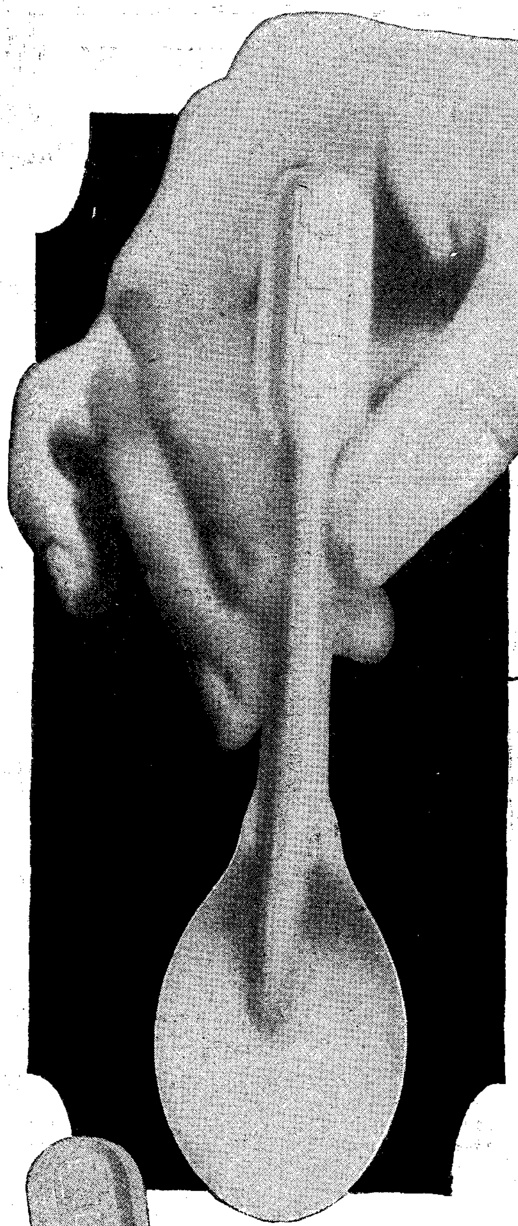
THE SWEET O' THE YEAR

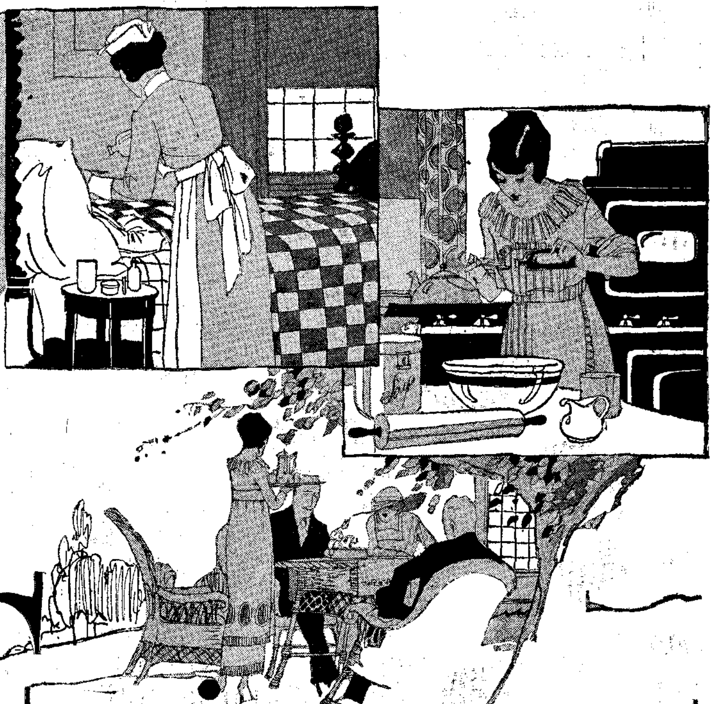
By Charles G. D. Roberts

The upland hills are green again;
The river runs serene again;
All down the miles
Of orchard aisles
The pink-lip blooms are seen again;
To garden close
And dooryard plot
Come back the rose
And bergamot.

The ardent blue leans near again;
The far-flown swallow is here again;
To his thorn-bush
Returns the thrush,
And the Painted-Wings appear again.
In young surprize
The meadows run
All starry eyes
To meet the sun.

Warm runs young blood in the veins again,
And warm loves flood in the rains again;
Earth, all aflush
With the fecund rush,
To her Heart's Desire attains again;
While stars outbeat
The exultant word—
'Death's in defeat
And Love is lord."





Sanispoons

CLEAN, DAINTY, useful Sanispoons are made of the purest fiber. Strong, handy, well balanced and gracefully designed, they are used wherever a spoon is needed—yet cost so little they may be thrown away after using once. Think of such a clean, convenient little article. The mere mention of it brings a hundred uses to your mind.

Sanispoons come in three sizes—Teaspoon, Demi-tasse and Soda Spoon. Soda Sanispoons are used at all fountains where sanitary service is considered essential.

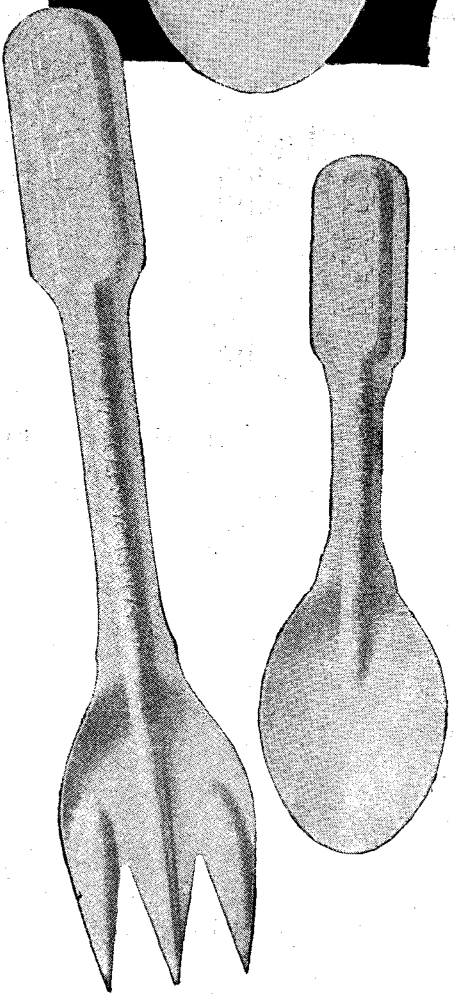
Saniforks have well shaped, stiff, sharp prongs—excellent for salad, vegetable and meat courses.

Use Sanispoons and Saniforks for auto trips, luncheons, church festivals, children's parties, dances, teas, picnics, the camp, the sick room or general household use.

Sanispoons and Saniforks are sold everywhere in neatly designed packages.

Packages of 25 Teaspoons or 36 Demi-tasse or 20 Saniforks—25c PER PACKAGE

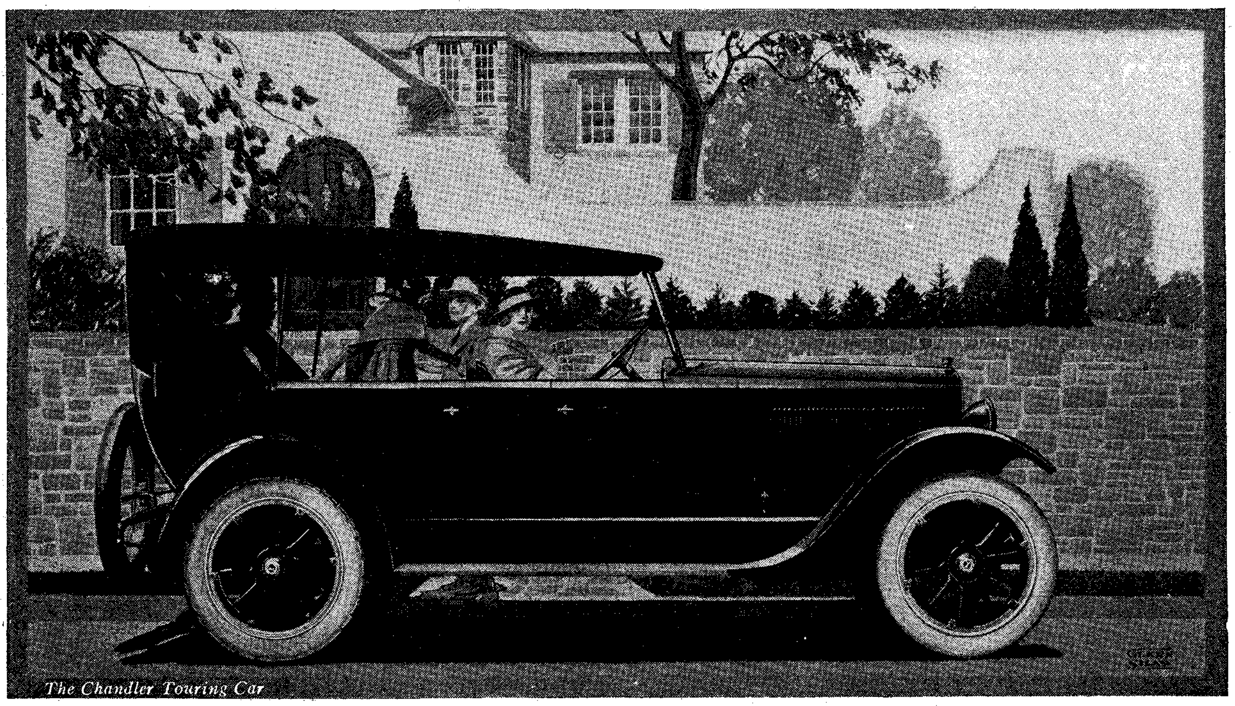
SANITARY PRODUCTS CORPORATION
of America
136 Liberty St., New York City



Sanispoons
Sanispoons
25c

CHANDLER SIX

Famous For Its Marvelous Motor



The Chandler Touring Car

The Chandler Adds Much to Out-Door Life

SUMMER days are here and all outdoors calls to us. The long roads to the country and hillside and stream and woods open their arms to us.

If you would have a full enjoyment of your trips and tours, make them in the Chandler, a car distinguished for its powerful, flexible and dependable motor, and equally distinguished for its roominess and comfort.

Nearly eighty thousand Chandler owners know what a good car it is. They know what it has meant to them, that the Chandler organization for seven years has devoted all its engineering skill and manufacturing experience to the development of the one standard Chandler chassis. They know that Chandler policies have resulted in a chassis which today approximates perfection.

On this one Chandler chassis are mounted six beautiful types of body.

The Chandler Six is the Most Closely Priced Fine Car

SIX SPLENDID BODY TYPES

Seven-Passenger Touring Car, $1995 *Four-Passenger Roadster, $1995*

Four-Passenger Dispatch Car, $2075

Seven-Passenger Sedan, $2995 *Four-Passenger Coupe, $2895* *Limousine, $3495*

(*All prices f. o. b. Cleveland, Ohio*)

There are Chandler dealers in more than a thousand towns and cities

CHANDLER MOTOR CAR COMPANY, CLEVELAND, OHIO

Export Department: 5 Columbus Circle, New York Cable Address: "CHANMOTOR"

LESSONS IN AMERICAN CITIZENSHIP

Prepared for THE LITERARY DIGEST and especially designed for School use

MACHINERY OF A PRESIDENTIAL CAMPAIGN

AFTER THE CONVENTION—With adjournment the National Convention, a temporary piece of the party machinery, goes out of existence. The conduct of the campaign is then undertaken by the committee machinery, which is the permanent part of the organization. The campaign is the term applied to the party struggle for supremacy during the few months immediately preceding the Presidential election in November. To be sure, a campaign in a sense has been carried on all during the preceding four years. The party in power has been making a record for itself by its administration, while the Congressional Committee—a member from each State—is almost constantly distributing campaign literature. But in the regular campaign, occupying the few months immediately preceding the election, a great network of committees is set into operation. As Prof. James Albert Woodburn points out in "Political Parties and Party Problems in the United States" (G. P. Putnam's Sons), besides the National Committee and its executive committee, which is known as the campaign committee, there is a State committee in every State, a committee in every county, city, township, ward, and precinct. Each committee attends to its own bailiwick, but as they all wish to work in harmony and not at cross-purposes they must work under some general directing head, and—

NATIONAL COMMITTEE—"This is the executive committee of the National Committee, which has general charge of the campaign. This committee is made up after consultation with the candidates for President and Vice-President and with other interested and wise leaders of the party. At the head of this committee is the chairman of the National Committee, who in politics has become an important national figure. The chairman is the campaign manager; he raises the party funds, or provides agencies for doing so, helps to direct the appointment of delegates, and makes certain party pledges, and if his party candidate be successful he may be, to an extent, the dispenser of party patronage.

"The national chairman is likely to become a confidential adviser and a close counselor with the President, especially on matters where party interests are involved. He is, therefore, likely to be much sought after by those who may be seeking appointments after the election; these look to him as the dispenser of party patronage. During the campaign he is made the target of opposition and abuse by his opponents, in press and speech, before the public. The national chairman is the captain of the forces, the commander-in-chief, the head master of the machine, and he is expected to be a political manager of the first class, energetic and forceful, skilful and astute. To be the general head and director of the campaign, the chairman must understand the political situation in all parts of the country, must be in close touch with popular feeling, and he must have a faculty for detail and a capacity for unlimited work. His executive committee—his lieutenants or staff officers—are also astute politicians. These men are put in charge and made responsible for certain divisions of the work. The secretary of the committee, while he is subordinate in determining the policy of the committee, is one of the most effective factors in the campaign. The chairman may visit different parts of the country, and may make campaign speeches; but the secretary is the constant executive worker and director at headquarters, and no man in the country is more familiar with the details of actual campaign work than he. He is an able business manager, he occupies a position of first-rate importance, and he probably knows more of the actual forces in practical politics than any other man in the country."

CAMPAIGN ORGANIZATION—Every experienced political manager knows that the first essential to the successful conduct of a campaign is "organization," says Professor Woodburn, who adds that the next important essential is "organization," and that there is a third, which is also "organization." The organization must be thorough. The National Committee, the State committees, the county committees, the township committees, and the appointed party agents and workers in the city precincts and wards must all be in close cooperation. For working purposes during the campaign the National Committee is subdivided. Its most important subdivisions are the executive committee and the finance committee. It has also—(1) A Committee in charge of the Bureau of Speakers; (2) A Committee in charge of Literary and Press Matters; (3) A Committee in charge of Distribution of Public Documents. Another important national committee which deserves notice is the Congressional Campaign Committee, which is independent of the National Committee and the National Convention, tho it always works in unison with them. It is appointed by the Congressional caucus of the party—the party members of Congress, and "gives its special attention to seeing that the party carry a majority of the next Congress; that particular attention is given to certain doubtful districts and that money and speakers are sent to these strategic points." In connection with the national, State, and Congressional committees, notice should be taken of the many local committees, all of which go to make up the permanent part of the party organization, and Professor Woodburn relates that—

"There are the Congressional district committee and the county central committee. There is no uniform system for constituting these committees throughout the States, but the Congressional district committee may be composed of the chairmen of the county central committees of the several counties within the district, and the chairmen of the district committees may in their turn be *ex-officio* members of the State central committees. When two or more counties are joined together for the purpose of electing a State Senator or Representative to the State legislature, there may be a joint committee for these counties. The respective county chairmen may serve as such a committee. In some States there may be committees, or committeemen, for each township, school district ward, or voting precinct. Party agents, or committeemen, in the smaller districts report to and cooperate with committees acting for larger areas. Within the State central committee, as in the National Committee, a smaller executive committee wields most of the power and does most of the actual work during a party campaign. These committees have charge of the party business. They are expected to raise money, employ speakers, distribute literature, call caucuses and meetings of party workers, organize and direct public meetings, see that their party voters are instructed as to their legal resident requirements, look after the naturalization of immigrants and the registration of voters, call the regular local nominating conventions, or primary elections, and arrange for these; keep in correspondence with and carry out the instructions of the superior committees; arrange for the election by appointing their party representatives as clerks and judges of elections; and to attend to whatever else may arise in the conduct of the campaign. All this indicates the extent and completeness of the party organization. The organization is so complete and certain that the National Committee and its bureau of information may be in direct touch and communication with any city ward, or with any district of the remotest township in any county of any State in the Union."

WORLD-WIDE TRADE FACTS

COAL

WORLD PRODUCTION OF COAL IN 1919

(From *The Manufacturer's Record*)

THE WORLD'S PRODUCTION of coal in 1919 seems to have dropt back to the level of 1910. Preliminary estimates, necessarily rough, place the total output of all kinds of coal in 1919 at 1,170,000,000 metric tons, or 1,290,000,000 net tons. This is 162,000,000 metric tons less than the production in 1918, the last year of the world-war, and about 171,000,000 tons less than that of 1913, the year before the war began.

This estimate is based by the United States Geological Survey upon reports to the Supreme Economic Council from countries which contribute about eighty-five per cent. of the world's output. Obviously, returns from the other countries may materially alter this figure; if anything, they will probably reduce it still further.

The following table shows the estimated production of the world for each year from 1910 to 1919. Because of disturbances and interruptions in the compilations of government statistics, particularly in Central and Eastern Europe, the figures since 1913 are not regarded as final. The metric ton of 2,205 pounds is used because it is the prevailing unit in non-English-speaking countries. Americans will remember it most easily as being roughly equivalent to the gross ton and the English ton.

THE WORLD'S PRODUCTION OF COAL, 1910–1919
(Metric tons of 2,205 pounds)

Year	*Production, In Part Estimated*	*Per Cent. Produced by United States*
1910	1,160,000,000	39.2
1911	1,189,000,000	37.9
1912	1,249,000,000	38.8
1913	1,341,000,000	38.5
1914	1,208,000,000	38.5
1915	1,190,000,000	40.5
1916	1,270,000,000	42.1
1917	1,336,000,000	44.2
1918	1,332,000,000	46.2
1919	1,170,000,000	42.1

Comparative production in five of the belligerent countries before and after the war is shown in the following table:

PRODUCTION OF COAL IN CERTAIN COUNTRIES, 1913 AND 1919
(In millions of metric tons)

	1913	*1919*
United Kingdom	292	237
France (present boundaries)*	44	22
Belgium	23	18
German (present boundaries):†		
Bituminous	173	109
Lignite	87	94
United States	517	494

* Includes Alsace-Lorraine.
† Excludes Alsace-Lorraine and the Sarre.

It is pointed out by the Supreme Economic Council that from 1913 to 1919 the output of bituminous coal in the four European countries shown in the table has fallen from 532,000,000 to 386,000,000, the decrease being about twenty per cent. in the United Kingdom and Belgium and nearly forty per cent. in Germany. In the Sarre Valley, whose output appears to have fallen from 12,000,000 tons in 1913 to about 8,000,000 in 1919, the percentage of decrease was over thirty. The reduction in the French output is mainly due to the destruction of the mines in the Nord and Pas de Calais.

The output of lignite in Germany in 1919, tho less than in 1918, was still greater than before the war, being 94,000,000 tons, as compared with 87,000,000 in 1913.

In the break-up of Austria-Hungary the bulk of that country's coal and lignite, the production of which amounted before the war to about 55,000,000 tons, was inherited by the Republic of Czecho-Slovakia. The 1919 production of Czecho-Slovakia was about one-third less than the same territory produced in 1913.

SLUMP IN COAL AND COKE PRODUCTION CAUSED BY STRIKE

Coal production fell off nearly 2,000,000 tons during the week ended April 17, according to the reports of the United States Geological Survey. The cause was the strike of the railroad yard- and switchmen, which started in Chicago on April 2 and delayed the placing of empties at the mines. The total production of bituminous coal during the week of April 17 (including lignite and coal coked) is estimated at 7,668,000 net tons. The output of the corresponding week in 1919 was 7,411,000 tons; in 1918 it was 10,901,000 tons.

The districts most affected by the strike were Illinois and Indiana, and, to a lesser extent, Ohio, Pennsylvania, and northern West Virginia. Few fields in the country escaped the influence of the strike entirely.

Two consecutive weeks of disordered transportation have caused the cumulative production to fall behind the records established by the war-years 1917 and 1918. The output from the beginning of the calendar year to April 17 was 157,797,000 tons, compared with 126,141,000 in 1919, with 161,175,000 in 1918, and with 161,857,000 in 1917. The year 1920 is thus 4,070,000 tons behind 1917 and 3,390,000 behind 1918, but it continues to lead 1919 by a large margin.

The production of anthracite was 1,280,000 net tons. Like that of bituminous coal, the production of anthracite fell off sharply during the week ended April 17. Compared with the preceding week, this was a decrease of 208,000 tons.

The cumulative production from the beginning of the calendar year now amounts to 24,338,000 net tons, an increase of 2,372,000 tons over that of the corresponding period in 1919.

The beehive-coke industry was harder hit by the strike of railway employees than was either anthracite or bituminous mining. Production of beehive coke during the week ended April 17 is estimated at 244,000 net tons, a decrease of 233,000 tons, or forty-nine per cent., when compared with the preceding week.

The decrease was sharpest in Pennsylvania and northern West Virginia, districts tributary to the Pittsburg yards. In the Connellsville region production dropt from 251,927 to 122,520 tons.

The cumulative production since January 1, 1920 is now 6,671,000 tons, as compared with 6,849,000 tons during the corresponding period last year.

ANTHRACITE YEAR ENDS WITH NO CARRY-OVER STOCKS

(From *The Wall Street Journal*)

The coal year of the big anthracite-producing companies ends March 31. They have entered another season with no carry-over of stocks. During the entire twelve months the dealers have been practically unable to accumulate the popular sizes, so insistent has been the demand, helped by a severe winter. Both dealers and consumers are still eagerly buying coal.

To this continued strong demand the advance in prices that the operators will have to charge is partly due, the amount of the advance depending on the basis of the pending wage settlement with the miners. Dealers and consumers have been eager to order coal before the final advances are put into effect. Individual operators generally plan to make their advance in prices retroactive to April 1, but the large railroad group of coal companies is still selling at the old circular.

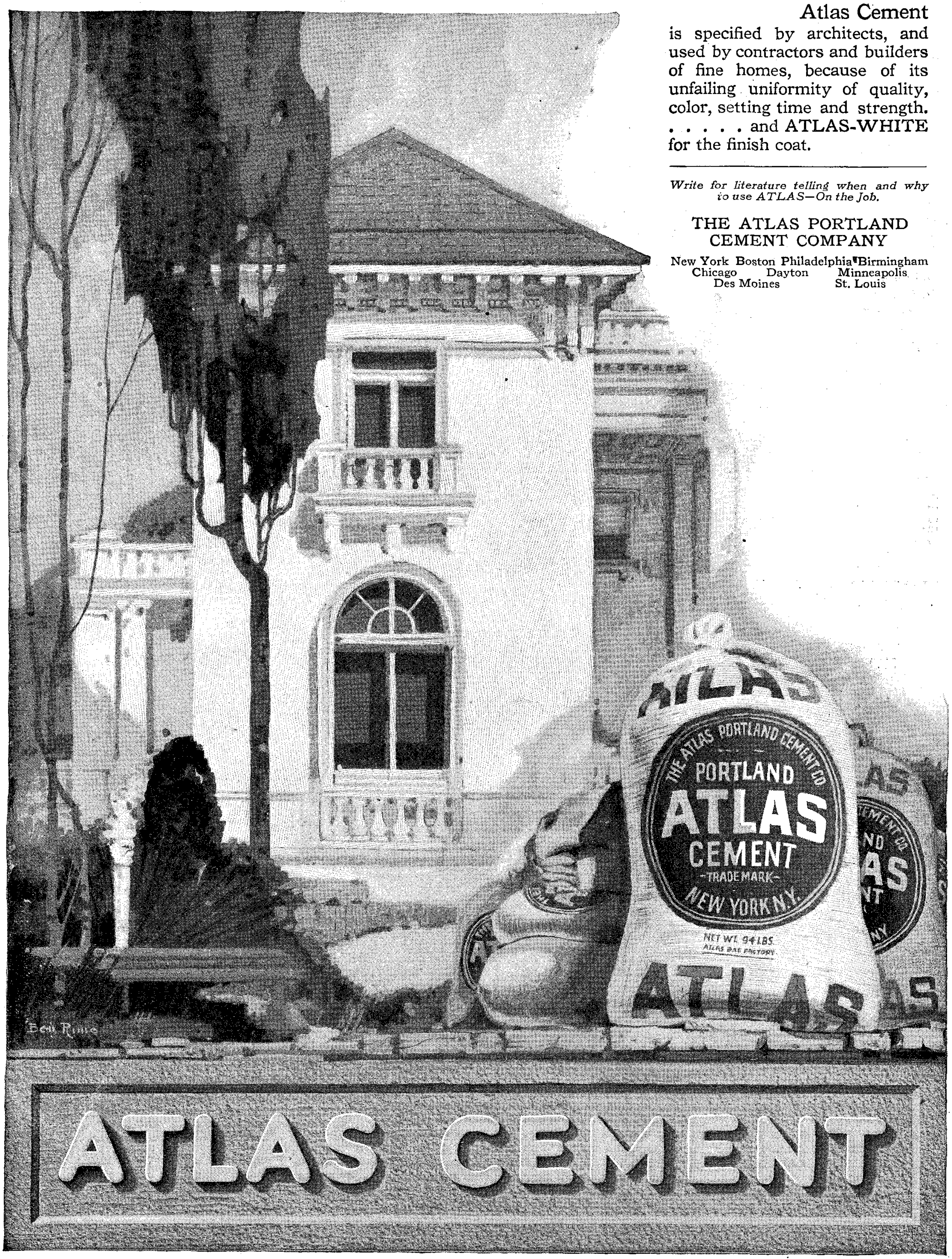
Shipments of anthracite to market by the nine large carriers in the coal year ended March 31, 1920, were about 69,700,000 gross tons, estimating the month of March. In most months the output ran a little behind the previous year, but the total for the past twelve months, nevertheless, ranks as one of the best normal years. The tonnage figures are misleading and do not tell the whole story, as they were swelled abnormally during the period of war activity by the output of culm banks, river coal, and washeries. This meant an undue proportion of the small steam sizes in 1917–18 and 1918–19. In the year just closed the production of prepared or domestic sizes was about equal to that of 1918–19, and the bulk of it was freshly mined coal.

Shipments of coal by months for the last five coal years ended March 31 have been as follows:

Month	*1919–20*	*1918–19*	*1917–18*	*1916–17*	*1915–16*
April	5,224,715	6,363,373	5,592,299	4,528,784	6,486,201
May	5,711,915	6,887,256	6,917,525	5,547,899	5,797,961
June	5,619,591	6,867,669	7,049,037	5,636,975	5,316,102
July	6,052,334	7,084,775	6,724,252	5,432,878	4,934,205
August	6,144,144	7,180,923	7,013,996	5,531,797	5,330,831
September	5,687,401	6,234,395	6,372,756	5,544,076	5,518,771
October	6,560,150	6,286,366	7,110,950	5,870,204	6,505,892
November	5,971,671	5,276,659	6,545,313	5,992,997	6,297,215
December	6,138,460	5,736,260	5,698,945	5,582,747	5,939,844
January	5,713,3[illegible]	5,934,241	5,638,383	5,940,725	5,884,350
February	4,913,664	3,871,932	5,812,082	5,178,138	5,696,306
March*	6,000,000	3,938,908	7,276,777	6,989,075	6,127,351
Total*	69,700,000	71,667,757	77,752,315	67,776,589	69,835,029

* Estimated

DEPENDABILITY

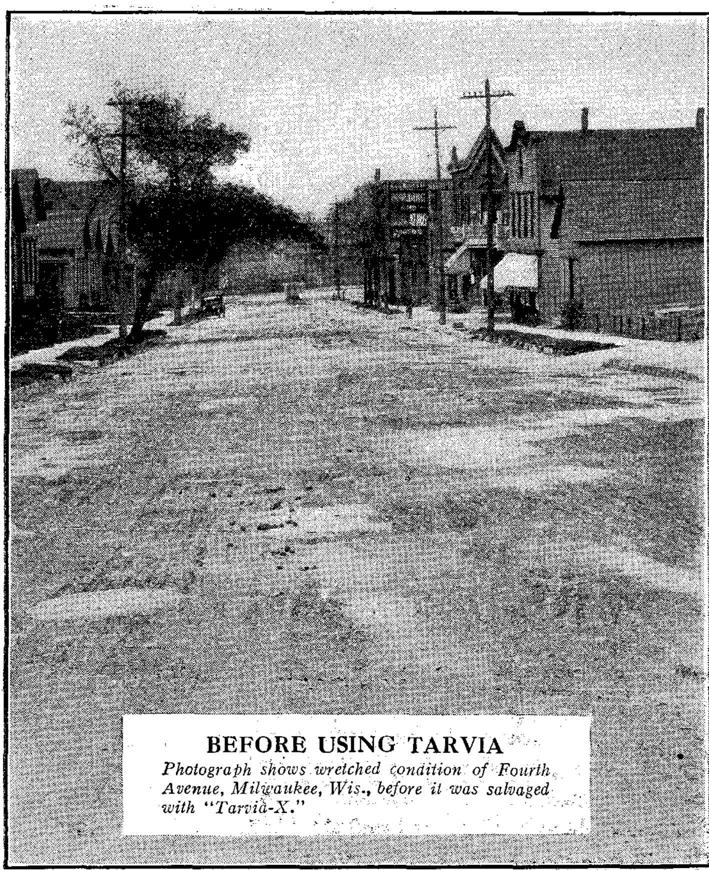

ATLAS
THE ATLAS PORTLAND CEMENT CO
PORTLAND
ATLAS
CEMENT
-TRADE MARK-
NEW YORK N.Y.
NET WT. 94 LBS.
ATLAS
ATLAS CEMENT

Atlas Cement
is specified by architects, and used by contractors and builders of fine homes, because of its unfailing uniformity of quality, color, setting time and strength. . . . . . and ATLAS-WHITE for the finish coat.

Write for literature telling when and why to use ATLAS—On the Job.

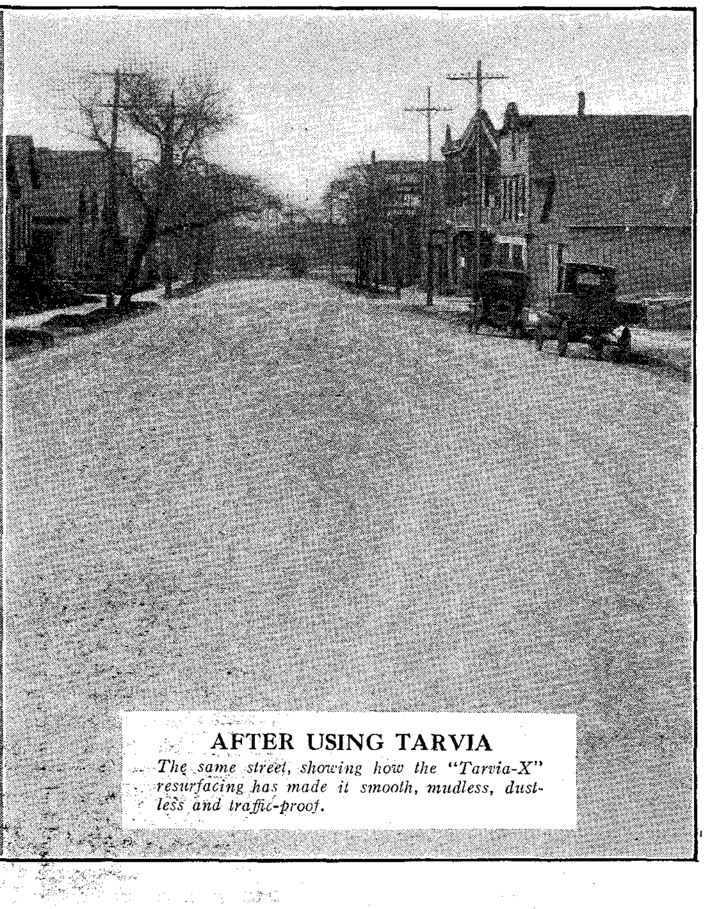
THE ATLAS PORTLAND
CEMENT COMPANY

New York Boston Philadelphia Birmingham
Chicago Dayton Minneapolis
Des Moines St. Louis



BEFORE USING TARVIA

Photograph shows wretched condition of Fourth Avenue, Milwaukee, Wis., before it was salvaged with "Tarvia-X."



AFTER USING TARVIA

The same street, showing how the "Tarvia-X" resurfacing has made it smooth, mudless, dustless and traffic-proof.

To Get Good Roads—Cheaply—Quickly— Save the Roads You Have!

MILES and miles of good gravel and macadam roads throughout the country can be restored to meet modern traffic requirements. The way to do this is to utilize the existing road as a foundation for a traffic-proof Tarvia top. And where crushed stone or slag is available, the community so favored not only can save its roads but *save* considerable *money* in the bargain.

Many progressive communities recognize this fact, and are carrying out an extended *road salvage program*, rather than build new roads at present exorbitant prices.

For example, the City of Milwaukee has in this way transformed 1,700,000 square yards of water-bound macadam into splendid modern streets to the complete satisfaction of both the city authorities and the traveling public.

Whether you require a good binder for new construction, a dust-preventive, a patching or maintenance material, Tarvia, in its various grades, provides an economical and satisfactory solution.

Tarvia Roads are durable, dustless and mudless. They are also waterproof and frost-proof and require a minimum of upkeep expense.

Illustrated Booklet, telling about the various Tarvia treatments, free on request.

Tarvia

Preserves Roads~Prevents Dust

Special Service Department

In order to bring the facts before taxpayers as well as road authorities, The Barrett Company has organized a Special Service Department, which keeps up to the minute on all road problems.

If you will write to the nearest office regarding road conditions or problems in your vicinity, the matter will have the prompt attention of experienced engineers. This service is free for the asking. If you want *better roads* and *lower taxes*, this Department can greatly assist you. Booklet free on request.

The Barrett Company

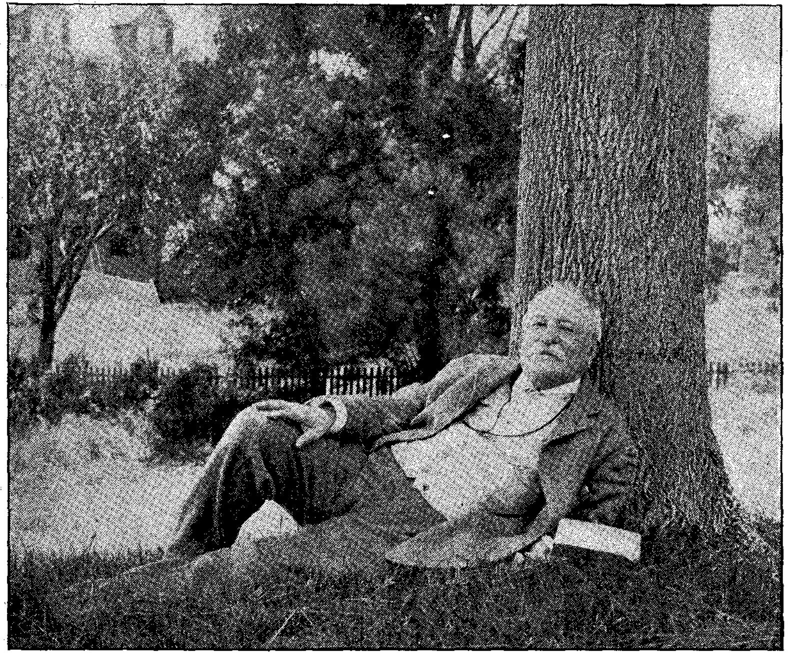
New York
Cincinnati
Minneapolis
Duluth
Lebanon
Chicago
Pittsburgh
Nashville
Dallas
Youngstown
Philadelphia
Detroit
Salt Lake City
Milwaukee
Toledo
Columbus
Richmond
Latrobe
Bethlehem
Boston
New Orleans
Seattle
Bangor
Elizabeth
St. Louis
Birmingham
Peoria
Washington
Buffalo
Cleveland
Kansas City
Atlanta
Johnstown
Baltimore

THE BARRETT COMPANY, Limited: Montreal Toronto Winnipeg Vancouver St. John, N. B. Halifax, N. S. Sydney, N. S.

PERSONAL · GLIMPSES

W. D. HOWELLS, PRINTER, JOURNALIST, POET, AND NOVELIST

THE OFFER to teach William Dean Howells how to write short stories, received by him last fall from a correspondence school, is one of the incidents in the great writer's life recalled by commentators after his death a few days ago. It seems that the enterprising school was offering three courses in the art of short-story writing, and it was the middle one and not the one for utter beginners they flatteringly urged upon Mr. Howells, explaining that the advanced course was strictly postgraduate, designed only for those most successful in selling their literary product. Mr. Howells thus genially discust the offer in his "Editor's Easy Chair" in *Harper's Magazine:*



Courtesy of Harper & Brothers.

THE GREAT NOVELIST CAUGHT IN AN UNCONVENTIONAL POSE.

> There was once an aged author, mainly a novelist, who lived in a dream of wide, if quiescent, recognition. He was fearful that modern editors and their public did not want him, and that the general reader's generalship did not extend to his novels and other things, but he soothed his sense of isolation with the belief that if people did not know his work they knew about it. He had abundant proofs of this, which need not be alleged here, but which may be readily imagined by those who knew that he had published, in former times, some hundred books, big and little. His name was in all the encyclopedias, anthologies, and Who's Whoses, with the titles of many of his many works, and he rested fairly content with the state unto which he seemed to be finally called, when one day the morning's mail brought him a letter which cruelly burst his dream of wide, if quiescent, recognition. In the superscription his name was correctly spelled, and the address was without that postal evidence of wandering from town to country which his letters often bore. When opened, it proved to have come from a "Home Correspondence School," for the culture of students in the arts and sciences, and within he was informed in very neat typewriting that there had just come to his correspondent's desk a letter from a pupil of one of the school's instructors, bearing the glad news that the writer had just sold to a leading magazine a short story framed upon this instructor's theory of short-story writing and the teachings of his forty-lesson course. "At the same time," the Home Correspondent added, there had come "a letter from another pupil reporting the sale of over thirty stories to various magazines. These things are of daily occurrence," the Home Correspondent remarked, and "Altho you have not yet enrolled, I am taking it for granted that you are interested in keeping in touch with the progress that we are making, and I am hoping that we shall shortly have the pleasure of welcoming you to membership in our school. As a special midsummer inducement, I am pleased to renew our offer of our old rates, provided your application is received on or before. . . . . . ."

The incident set Mr. Howells to philosophizing on short-story writing and writers, and he proceeded with a discussion of the subject at some length. He recalled many great names among writers of short fiction but was obliged to reflect that these were all people of genius who had only to go to nature for their instruction. His final conclusion was that the great demand for short stories to-day could never be supplied by genius alone, and hence correspondence courses in story-writing might have their uses in training persons of merely average ability to supply this demand. Incidentally, the novelist's remarks in this connection contain a lot of advice which anybody aspiring to excel in short-story writing would do well to ponder carefully. No one will learn to write short stories by analyzing the work of the masters, he says; for—

> No master of the art has any plan but to imitate nature, with an unconsciousness perhaps inconceivable to the analyst, but veritable all the same.
>
> We were about to bid the lover of the art, ambitious to excel in it, take the good old way which has been open from the first, and which ourselves pointed out for many years with an unswerving finger-post. We were going to bid him "look into his heart and write," after looking all about him into the hearts of his neighbors and creating a life in art from the life common to himself and them, when there burst upon us from the managing editor of a neighboring periodical a cry, which seemed the echo of our own voice from the corridors of time long past. This neighbor had apparently suffered intolerably from short stories mostly and almost solely about New York, and he shouted in a publicity-page of rare sincerity, "Why don't some of our promising new writers stay in their own home town and write about the people, the environment, and the atmosphere seen from their own front door? Why can't we get a story of the prairies, or the Mississippi River, or New Orleans, or Portland (Maine or Oregon, it doesn't matter which)? Why can't we get stories that reflect life in the thousands of cities and villages in the United States apart from New York City and Greenwich Village? We will welcome such stories—with good characterization and plots that contain action, but stories that, first of all, are representative of American life to-day."
>
> Will the home-town writers respond to this outburst of anguished promise? We are sure they will wish to do so, but they will not make themselves heard if they have formed their vocal chords upon the methods which that Home Correspondent invited our aged author to embrace in the belief that he was a youthful writer in the first bloom of ambition. We would like, even in our doubt, to join our voice to that of the managing editor we have echoed here, and repeat the time-worn tenets of a creed where the only hope of salvation lies. "Life," we should like to say for the thousandth time, "is a very beautiful thing, even when it is very ugly, if it is made the stuff of art. There is no other stuff which will lastingly avail either the actual or the conjectured beginner—the youth of eighteen or the dotard of eighty. The life-stuff will avail not only the earliest beginner, but the latest keeponner, and we should say to the last what we say to the first if we could imagine him trying to open the vein of his shriveled invention. Either endeavorer must first make sure that he wishes to write a certain story, and it will be best for him to prefer the very simplest story. Do not let him try for the thing that will surprize the reader by its strangeness; the

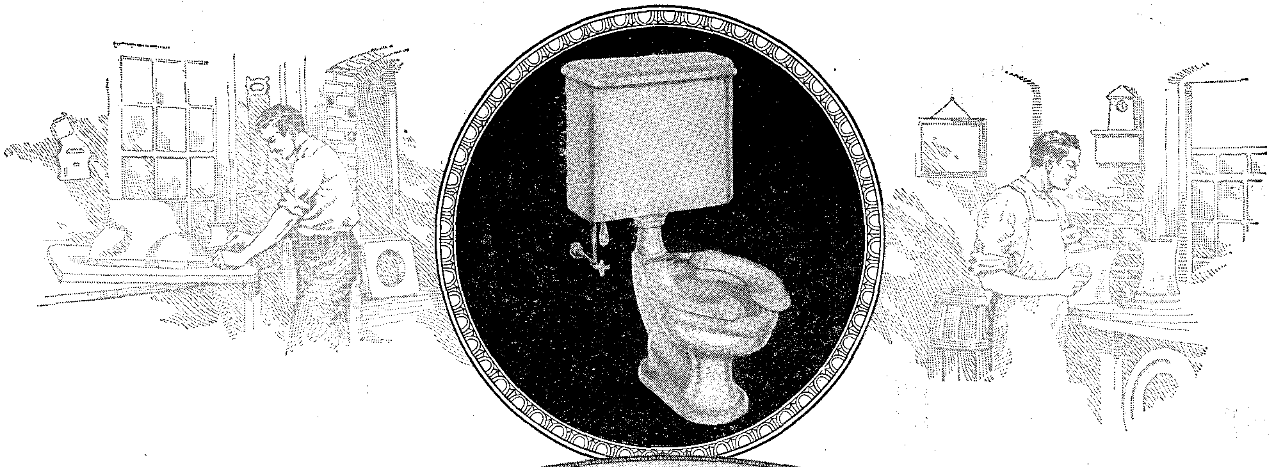
commonest thing will surprize the reader most, for in fiction the commonest thing is the rarest.

Sketches of the life of the Dean of American letters show that his ability as a writer was not developed by any formal school, correspondence, or otherwise. Tho he held degrees from five colleges—Harvard, Yale, Columbia, Oxford, and Adelbert—he was not a college graduate. He received some schooling when a boy in the local schools in the little Ohio town where his father published a country newspaper, but the training which started him on his literary career was received in the printing-office. The fascination of the printed word took hold early upon his imagination, and, before he was thirteen, it is said he had experimented secretly with almost every known literary form. "My life was always full of literature to the bursting," he wrote in the story of his boyhood. In 1851, when young Howells was fourteen, his father got the Senate clerkship at Columbus, and also work as a compositor on *The Ohio State Journal*, on which William Dean immediately became a reporter, perhaps one of the youngest "cubs" on record. He developed into a good newspaperman, his qualifications as such including not only news-gathering and writing ability, but also a practical knowledge of the mechanical end of the game. He became an expert typesetter and was possest of exceptional taste in typography. He had the valuable gift of being able to do dual composition, literary and typographical, at the same time. It is said that he once set up a Spanish story into English type, translating as he went. It was while he was doing newspaper work in Columbus that his first real writing began. His first book, "Poems of Two Friends," appeared some time before the Civil War. He was then twenty-three, and the next year his period of general all-around journalism came to an end and the period of travel and extensive writing began. Of this we read in the New York *Evening Post* the following sketch:

> It came about through his support of Abraham Lincoln, for in the same year with the poems, his second book, "The Life of Abraham Lincoln," a campaign book, came out. This had two important results. With the money made by the book he made his first trip East, settled himself in Cambridge to live and became the friend of the many literary men then living there and in Boston, among them Longfellow, Emerson, Hawthorne, Holmes, and Lowell. And through the impression made by the book he was given the consulship at Venice, which he held through the whole Civil-War period, from 1861 through 1865. This was for Howells the realization of a dream, for he wanted to travel, and particularly to learn the Italian and French languages, as he had already learned the Spanish.
>
> Newspaper letters, sent chiefly to the old Boston *Daily*, and essays, later gathered together into this next book, "Venetian Life," were the large part of his writing during that time. He married Elinor G. Mead, of Vermont, in 1862 in Paris. For a while after his return to this country he lived in New York, contributing regularly to *The Nation* and occasionally to the New York *Tribune* and *Times*. But this was only a short period, as in 1866 he went to Boston as associate editor of *The Atlantic Monthly*, under J. T. Fields, and in 1872, when Fields retired, became editor until the spring of 1880, when he resigned to have more time for writing. The Contributors' Club, one of the most attractive departments of *The Atlantic*, was started by him. His next European trip, one of eighteen made during his life, was in 1882 and 1883, and in 1886 he joined the staff of *Harper's Magazine* as writer of "The Editor's Easy Chair," which he was still writing at the time of his death. For a few months he edited Brisbane Walker's *Cosmopolitan*, but did not like the work and would not continue with it.
>
> Of his very first connection, or attempted connection, with *Harper's Magazine*, Mr. Howells, in 1912, wrote this as part of his contribution to "The House of Harper," which tells the story of that venerable publishing-house from its beginning:
>
> "I made an unsuccessful attempt to write for *Harper's Magazine* in 1861, when, with the support of my friend, Richard Henry Stoddard, I managed to call personally upon the editor at Franklin Square with a poem which, after many vicissitudes, was printed in *The Nation*. The editor was shell-proof against the outstanding forces, and I did not penetrate his stronghold until two years later, when I sent him a piece called 'St. Christopher,' with an illustration by my wife. I later began to write frequently for the magazine, or, rather, to send a farce in time for every Christmas number, and my first Harper farces were printed in the weekly.
>
> "I had first written for James R. Osgood, who sold my stories to various people, and after Osgood failed I was brought into relation with the Harpers. I then went to New York for my first interview with J. W. Harper, head of the house. I lunched with him in the fine, great room in Franklin Square."
>
> Mr. Howells then became editor of "The Evening Chair," and he called his new department "The Editor's Study." He mentions that the book critics criticized him rather severely, and he says that after six years of this warfare with the critics he gave up writing "The Study." He says he talked over matters with J. Henry Harper, who had assumed the position made by the retirement of Joseph W. Harper.
>
> "I was not young," wrote Mr. Howells, "when our acquaintance began, but I was in the heyday of the early fifties and I still had the spring of youth in me, and six years later our agreement came to an end."
>
> "On returning from a lecture tour," wrote Mr. Howells, "I read of the failure of the house of Harper & Brothers. It was as if the Government of the United States had failed. It appeared not only incredible, but impossible.
>
> "I reported at Franklin Square, and somehow amid the chaos I contrived to arrange with the new, strange powers for a book to be serialized in *The Bazar*.
>
> "I had always had a salary until my agreement came to an end in 1895, when I spent a sleepless night in view of a week without a check. It proved a needless fear, as during the next decade I made more money with them than I could do while depending on a salary.
>
> "I then became literary adviser to the house of Harper and had successive absences in England and Italy. Since then I have remained attached to the house of Harper & Brothers, with no desire for other business relations."
>
> He gave reminiscences of his career in a number of his books, and was at work just before his death completing a series of articles on "Years of My Middle Life," for publication in *Harper's Magazine*.
>
> Mr. Howells was a hard and steady worker at fiction, and turned out for a great many years an average of two books a year. Over seventy-five altogether he wrote. His first novel, "Their Wedding Journey," came out in 1872, and the others in steady succession.

To a "persistent interviewer" for the Boston *Evening Transcript* Mr. Howells some time ago consented to give an outline of his literary creed in response to the question, "When and how do you work?" We quote from it as follows:

> "I write in the morning, beginning at nine o'clock and quitting at noon. There is always more or less to do in the afternoon—the reading of proofs, and so on. A thousand words is a good day's work."
>
> "Do you rely on inspiration?"
>
> "No. I write every morning. Work has become a vice with me. Yet, as Thackeray said, I go at it reluctantly. There are moods, of course, when one can work more comfortably and to better effect, perhaps, than at other times. But it is dangerous to wait for them. I work everywhere, on the cars when I travel, and on shipboard."
>
> "How do you 'work up' a story?"
>
> "I always have an object, and know how the story will end. That is all I do know. I can't tell the publisher just what the story will be like. I can describe it in eight or ten lines, estimate its length, and give its purpose, but can go no further. As I write it grows from day to day under my hand. You spoke of inspiration. When a writer gets into that part of the story which really interests him the labor, of course, is less than when he is slowly breaking ground in places which fail to arouse him to so great a degree. But it is all work."
>
> "Which story of your own do you like the best?"
>
> "It would be difficult for me to make a choice. 'Silas Lapham' would be in my mind. I also like 'Indian Summer,' 'The Quality of Mercy,' and 'A Hazard of New Fortune,' which is the longest of all my books. The last of these stories was published in serial form and I heard nothing about it. When it was put into a book, however, it was an immediate success."
>
> "Should art or truth be the purpose of story-telling?"
>
> "The truth can not be told without art, but art without truth is of no effect."
>
> "Your style is famous for its grace and simplicity. How did you create it?"
>
> "Well, as a young fellow, I imitated a good many writers, which I have publicly and permanently admitted. But I got over that before I gained access to magazines and books. I have always been fond of language. I know something of Latin, Greek, Spanish, Italian, German, and French, and the primitive and usual meaning of our own English words. I like to work on a sentence, to hammer it out like beaten brass, but I also



MADDOCK

First in America to develop the principles which eliminated boxed-in plumbing

The modern form of open plumbing, now best expressed in the trim, one-piece water closet with integral seat attachment, entirely free from all unsightly, unsanitary wooden boxing, was achieved only after years of experimentation.

The initial step was taken in 1884 when Thomas Maddock manufactured the first successful one-piece syphon jet closet bowl. The final attainment came in 1893 when the Thomas Maddock's Sons Company first succeeded in attaching the seat to the bowl itself, which ended the practice of fastening the seat to the wall and eliminated the remaining trace of the days of boxed-in plumbing.

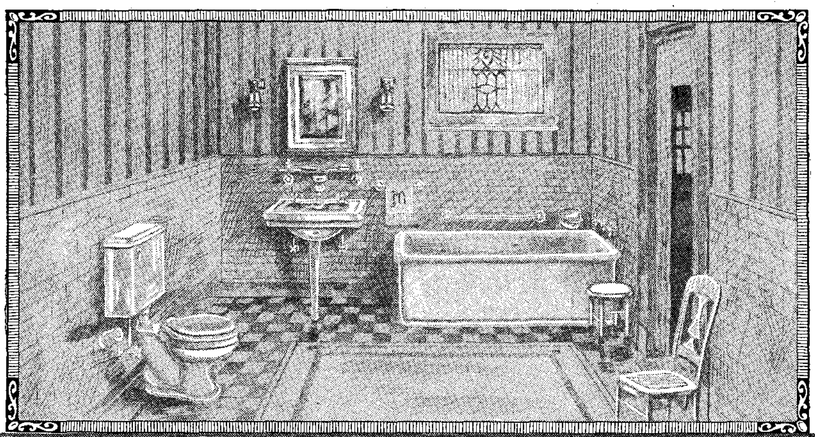
Just as the Thomas Maddock interests were the first to develop the principles that did away with boxed-in plumbing, so was the Thomas Maddock's Sons Company foremost in developing the glistening pure white, easily cleaned, non-crazing, practically unbreakable, vitreous china of today—a material that is associated with the highest ideals in sanitary plumbing equipment and, for your protection, always stamped with the Maddock Anchor trade mark.

To those desirous of having a new house equipped with sanitary plumbing fixtures of Maddock quality, or who appreciate the importance of modernizing an old bathroom, we will send our booklet, "Bathroom Individuality," on request.

Thomas Maddock's Sons Company, Trenton, N. J.
OLDEST • SANITARY • POTTERS • IN • AMERICA — ESTABLISHED 1859
Manufacturers of sanitary earthenware plumbing fixtures for bath, kitchen and laundry needs in the home; also sanitary ware for medical, industrial, commercial and public building installations
Branches: New York – Philadelphia – Chicago – San Francisco – St. Louis

The average man rarely builds more than one house—a good architect builds many. Therefore, when you build, bear in mind that an able architect's advice is backed by experience most valuable to you. This also applies to your plumbing contractor's advice.

THOS. MADDOCK'S SONS CO. TRENTON, N.J.



The fixture shown in the panel is the ***Ariston.*** *A vitreous china, silent-action, non-soiling, syphon jet closet. This pattern has the largest water surface of any closet made today. It has an extended lip, front and back. These features, together with the thin, sanitary flushing rim and other Maddock advantages, provide a greater degree of non-soiling insurance and better sanitation than that attained in any other closet construction.*

M First in the industry — foremost since

G. PATRICK NELSON
DIRECTIONS
J.B.W.Co.

Are you scraping
long without Williams'?

suppose you *can* scrape along without knowg my friend Williams' and his rich, creamy ther. But why should you? He is generous—e just bubbles over with it. Throw cold water n him as much as you like, you can't keep him own. He is white clean through—and uses imself up working for others. He believes in he rights of shavers—he never goes dry. He akes you smile from ear to ear and never leaves ny smarting feelings behind. His favorite comlexions? He hasn't any. And although over 75 ears old, he is as popular with young men as ith their seniors.

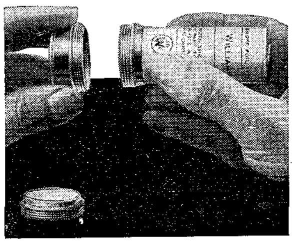
Send 10 cents for trial Re-Load Stick

The Re-Load has a firm threaded metal collar. You simply screw this into the holder-cap (no threads in the soap). Send 10c in stamps for sample, *full size* permanent holder-top, with reduced size soap. When the sample is used up, you need buy only the new Re-Load, saving the cost of a new holder-top.

The J. B. Williams Co.
***Dept. A*, Glastonbury, Conn.**

Williams' Shaving Soap also comes in the forms of cream, liquid and powder. Trial size of any of these for 6c in stamps.

Re-Loads Williams' Holder Top Shaving Stick



Williams' PATENTED Holder Top Shaving Stick

THE J.B. WILLIAMS COMPANY MAKERS ALSO OF *MATINÉE VIOLETS, JERSEY CREAM* AND OTHER TOILET SOAPS, TALC POWDER, DENTAL CREAM ETC

B·R

want to be simple and easily understood. Meanwhile I have attempted to keep away from style as a style because I do not purpose to be inartistic if I can help it."

"The road which he trod, from apprentice boy in a country newspaper plant to the exalted position of Dean of American Literature, was stern at times, but an adventurous one always," says a writer in the New York *Tribune*, speaking of the novelist's record of achievement. As to how he came to take up the profession of writing, Mr. Howells said frankly in his book, "Years of My Youth," that he did not know himself. As we read:

> I should be interested to know now how the notion of authorship first crept into my mind, but I do not in the least know. I made verses, I even wrote a few plays in rime, but until I attempted a historical romance I had no sense of literature as an art. As an art which one might live by, as by a trade or business. I had not the slightest conception of it. When I began my first and last historical romance I did not imagine it as something to be read by others, and when the first chapters were shown without my knowing, I was angry and ashamed. . . . . . .
>
> I think that I came of a reading race, which has always loved literature in a way, in spite of varying fortunes and many changes. From a letter of my great-grandmother's written to a stubborn daughter upon some unfilial behavior, like running away to be married, I suspect that she was fond of the high-colored fiction of her day, for she tells the wilful child that she has "planted a dagger in her mother's heart."

Of interesting glimpses from the author's writings, the following description of the Bohemian colony of New York of 1860 is given because it so well fits the Greenwich Village of to-day:

> It was, in fact, but a sickly colony transplanted from the mother asphalt of Paris, but never striking root in the pavements of New York; it was a colony of ideas, of theories which had perhaps never had any deep root anywhere. What these ideas, these theories, were in art and in life, it would not be very easy to say; but in *The Saturday Press* they came to violent expression, not to say explosion, against all existing forms of respectability. If respectability was your *bête noire*, then you were a Bohemian; and if you were in the habit of rendering yourself in prose, then you necessarily shredded your prose into very fine paragraphs of a sentence each, or of a very few words, or even of one word . . . I long desired to write in that fashion myself, but I had not the courage.

Mr. Howells knew most of the prominent American writers who have lived in the period covered by his literary activities. In one of his books he tells of a jolly feast with Mark Twain in Boston:

> There was T. B. Aldrich, there was J. T. Fields, much the oldest of our company, who had just freed himself from the trammels of the publishing business, and was feeling his freedom in every word; there was Bret Harte, who had lately come East in his princely progress from California, and there was Clemens. Nothing remains to me of the happy time but a sense of idle and aimless and joyful talk-play, beginning and ending nowhere, of eager laughter, of countless good stories from Fields, of a heat-lightning shimmer of wit from Aldrich, of an occasional concentration of our joint mockeries upon our host, who took it gladly, and amid the discourse, so little improving, but so full of good fellowship, Bret Harte's fleering dramatization of Clemens's mental attitude toward a symposium of Boston illuminates.

Unlike many writers and near-writers who apparently feel that their work is of a character so monumental that the disturbance of a jot, or even a tittle, thereof might react disastrously upon the universe, Mr. Howells is said to have been one of the most reasonable of men in the matter of changes in his finished work to meet the demands or suggestions of the publication for which he might be writing. Says George Buchanan Fife in an article published by the Press Publishing Company (New York):

> Upon one occasion he wrote a Christmas poem for *Harper's Weekly*. When it was finished it chanced to be ten lines too long for the space allotted to it. With great trepidation the managing editor approached Mr. Howells and explained: "Ten lines too long, did you say? Very well, let's see if we can't cut ten lines *out of it. I know lots of poems that would be much improved* by cutting ten lines out of them." So he took the manuscript to a near-by desk, cut out the extra lines, and seemed delighted to do so.

He was also entirely sympathetic with young people who aspire to be writers. It is said that encouragement of young authors was more than a hobby with Mr. Howells. In a talk he made upon the occasion of the celebration of his seventy-fifth birthday, which was attended by four hundred writers, he said he had "not the least fear for our literary future." A part of that speech is set out in *The Sun and New York Herald:*

> I knew Hawthorne and Emerson and Walt Whitman; I knew Longfellow and Holmes and Whittier and Lowell; I knew Bryant and Bancroft and Motley; I knew Harriet Beecher Stowe and Julia Ward Howe; I knew Artemus Ward and Stockton and Mark Twain; I knew Parkmar and Fiske. If we have no single names so sovereign as the names I have cited we have many talents which do things impossible to the geniuses who were these names on earth. Let us love them, but let us remember their limitations and consider the potentiality of the artists who now are and are to be. Let us recognize the fact that in the present vast output of literature the pure gold is not less in quantity because the mass of dirt and dross is so immeasurably greater than in the days of another sort of mining.
>
> I am not dismayed by the numbers who have taken to literature in these days and found a living in it. When there are so many new readers, why should not the new writers have their innings? The old ones have had theirs, and even the old readers do not want them always. Ought not we old writers, who are confronting a new life elsewhere at such close range, try to be in love with the new literature here? I myself am going to cultivate an affection for it from this on.
>
> The great men I have named could not do just the fine things, the brave things, the true things that are done now by the men I will not name lest I miss some in the long count. In my time I have seen a whole literature grow up and flourish into national proportions. Nearly all the writers I have been naming were New-Englanders, but now our writers are of every sectional origin and constitute an American authorship.

JAMES M. COX, FROM PRINTER'S DEVIL TO GOVERNOR

GOVERNOR COX, OF OHIO, when beginning his active career as a printer's devil some thirty years ago, possibly had in mind the excellent training it would give him for the rôle he has assumed in the last few weeks among the Presidential slates and slate-makers. It is certain, at least, that he may be accused of playing the very Old Nick with some thriving Presidential forecasts made by gentlemen who are supposed to know. His boom, in its early stages, was probably not taken with very much seriousness outside of his native State of Ohio, but its reverberations have grown in number and volume until they can be heard in most parts of the nation. Whether measured by the test of THE DIGEST'S nation-wide Presidential poll, by the successive State primaries, or by recent announcements of officials high in Democratic councils, he is revealed as a genuine candidate.

"Men call 'Jimmy' Cox, Ohio's three-time Governor, a 'regular fellow,'" says a United Press "Red Letter," which presents the following thumb-nail sketch of the candidate's progress:

> 1870—Born at Jacksonburg, Ohio.
> 1889—Reporter-devil on a Dayton paper.
> 1898—Bought Dayton *Daily News*.
> 1903—Bought Springfield paper and formed News League of Ohio.
> 1909—Began first of two terms in Congress.
> 1913—Governor of Ohio.
> 1915—Defeated for Governor by Frank B. Willis.
> 1917—Defeated Willis and began second term as Governor.
> 1919—Began third term as Governor.
> 1920—Mentioned as Democratic Presidential possibility.

A recent statement by the Governor's secretary takes up in some detail the candidate's achievements during his three terms as Governor of his native State. In his first term, it is pointed out, he had to deal with a flood; in his second term, a war; and in his third term, reconstruction. These difficulties, in addition to his legislative experience in Congress, and his breaking of all precedents by being chosen Governor for the third time, are submitted as proper tests of the ability of a man who aspires to be President of the United States. Taking up his career, past and present, the statement runs:

> Only recently Governor Cox purchased the farm near Jacksonburg in Butler County, Ohio, on which he was born, March 31, 1870. He is having the old farmhouse restored, and is making a thoroughly modern living place out of the old homestead. To his friends he confides that when he has finished the Governship at the end of his present term, his sole ambition is to be able to retire to this farm whenever he feels like it for recreation and attention to the actual pursuit of farming and stock-raising, to which he is bent in a practical way. He is intensely interested in pure-bred stock-raising, and his farm is to be one of the best equipped representations of this activity in the State.

PRESIDENTIAL TIMBER FROM OHIO.

Governor James M. Cox is displaying enough strength in the Democratic free-for-all to cause serious thought in the ranks of the national slate-makers.

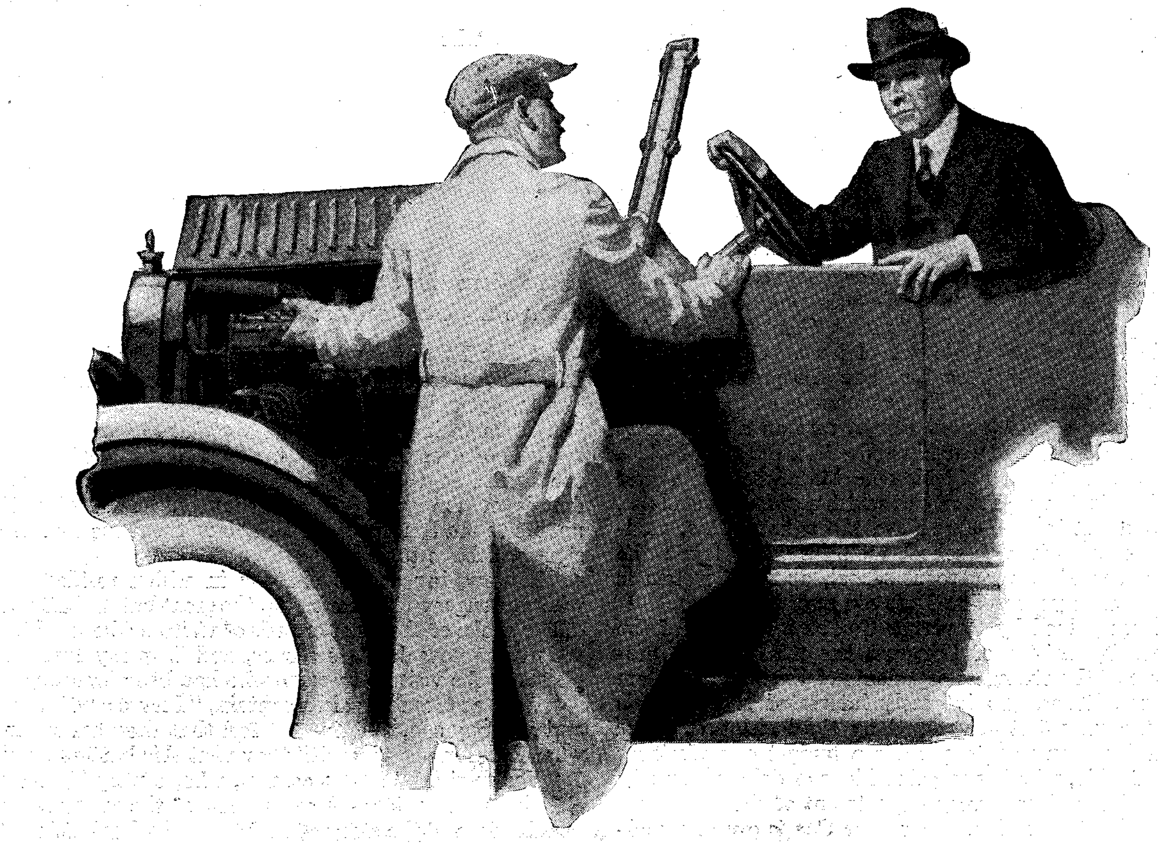
> The boyhood days of Governor Cox were spent on the farm he now owns, near where he attended a country school, which he afterward taught before engaging in other activities. Summer-times he worked in a printing-office as printer's devil and reporter, became a full journeyman-printer, and later gained efficiency as a reporter so that he was tendered a position on the staff of the Cincinnati *Enquirer*, where for nearly ten years he was employed in various editorial, reportorial, and counting-house positions until he had mastered the intricacies of the modern metropolitan newspaper.
>
> While James M. Cox was writing politics for the *Enquirer*, and getting his political apprenticeship under some of the nationally known men who have at one time and another been employed on the Cincinnati *Enquirer*, Paul Sorg, a community leader in the old home district, was elected to Congress, and appointed him his secretary.
>
> Meanwhile James M. Cox had become known to a vast and increasing number of influential friends who sought to place things political before him, but when Congressman Sorg retired at the end of four years—two terms being the rule in things political in Ohio, Cox proving the exception as Governor—Cox made arrangements to purchase the then gasping-for-breath Dayton *Daily News*, in which he saw a great future, borrowing practically all the money with which he made the purchase. He started, as he now knows, on decidedly too little capital, which made the few following years mighty hard ones for him, but in the course of ten years he not only had managed to make the paper a paying proposition, of which he was the sole owner without indebtedness, but had achieved a success remarkable in the newspaper history of Ohio.
>
> In 1905 the Springfield *Daily News*, a Republican morning paper of vast circulation and little income, was added to the News League. Again the quick decision was evident, for on the day of the purchase Cox changed its name, its politics, and its time of issue, and made it a successful business proposition from the jump.
>
> Governor Cox now owns and personally operates both newspapers, and has interested himself in a number of other highly successful business enterprises.
>
> James M. Cox redeemed his Congressional District to the Democrats in 1908 when he was elected by an overwhelming majority with practically a unanimous vote of the Dayton Soldiers' Home, where his human attention had given him the entire friendship of the old soldiers. Such was the record of Congressman Cox in his first term that he was reelected practically without opposition, serving upon many important committees and gaining a large acquaintanceship throughout the country, so that before he was elected as Governor of Ohio in the Progressive movement of 1912 he had gained more than State-wide popularity.
>
> In the season in which Governor Cox was elected Ohio had gone through a period of new constitution-making, the Governor taking a leading part in promoting numerous progressive measures, so that when he assumed the duties of executive office, he had before him a task of no mean proportions in the framing of legislation necessary to carry out the mandates of the constitutional convention which had been ratified by the electorate.

In the very beginning of his first administration, we are reminded, came the terrible floods of 1913, bringing disaster and disorder to many sections of the State. The Governor assumed charge, declared martial law, and in three days in which he never left his office got the wheels for relief moving and had rehabilitation started. So prompt and decisive were his acts as to bring from the New York *World* this comment:

> The man who has dominated the situation in Ohio is Governor Cox. He has been not only chief magistrate and commander-in-chief, but the head of the life-saving service, the greatest provider of food and clothing the State has ever known, the principal health officer, the sanest counselor, the severest disciplinarian, the kindest philanthropist, and the best reporter. He has performed almost incredible labors in all these fields, and his illuminating dispatches to the world at the close of several heart-breaking days have given a clearer vision of conditions than could be had from any other source. Reared on a farm, educated in the public schools, a printer by trade, a successful publisher and editor of newspapers, a great Governor and a reporter who gets his story into the first edition, James M. Cox excites, and is herewith offered, assurance of the *World's* most distinguished consideration.

His first act as Governor in his first term, says his biographer, was to secure data from other States as to progressive instruments of government which had been put in operation throughout the Union. Ohio was given a number of reform laws, with the natural result that—

> At the beginning the cry was raised that Governor Cox was unsafe, and that business in Ohio was endangered thereby. Reactionaries express the fear of Socialism, as they do whenever the existing order of things is changed, but clear-headed business men who obeyed the laws soon found that there was a man in charge of State affairs worthy from their view-point, who in addition had the vision for the mass which brought a judgment which they were bound to recognize as right. It was found that while the Governor was fair, he was not to be controlled by fear or influence from one quarter or another, and as the days passed, and Governor Cox came anew into the executive office, he found cooperation from business men of all parties and beliefs such as is seldom given to an executive official.
>
> Perhaps the outstanding measure in the administrations of Governor Cox, and that which will be his monument, is the Ohio Workmen's Compensation Law. This law is administered by an Industrial Commission appointed for long terms by the Governor, and administered so carefully, as actuaries of national reputation in a report just filed show, that the average cost is less than two and one-half per cent. of the premiums received. The operation of this law has been a boon to Ohio workmen and a safeguard to the interests of Ohio employers. Compensation is paid injured workmen according to the degree of their disability, and the Ohio law has been so carefully balanced and fairly administered that it has been followed by three-fourths of the States in the Union. Its conservatism is



"Do hills show up your motor?"

Sluggishness is a warning that something is wrong

How to keep a motor at its best

THE way your car gets up the hills is a good indication of its general condition. If the engine coughs and chokes up, misfires and explodes through the muffler, these are signs that it needs attention. Second-gear work on ordinary grades, and a bucking, jerky action in high gear at low speeds also are sure signs that something is wrong. Such things take half the pleasure out of running a car.

Motor sluggishness may be due to carbonized cylinders, sticking valves, sooted spark plugs, too rich a mixture. On the other hand it may be caused by the back-pressure of a caking, clogging muffler.

The G-Piel Cut-Out will tell you instantly whether your car's lack of pep is due to motor or muffler, as you can cut the muffler out at will. It will permit you to adjust your carburetor to the powerful, quick-burning 13 to 1 mixture so that hills will not bother you.

The G-Piel also makes the use of kerosene, wood alcohol or other carbon-removers a success, as it prevents the loosened deposit being blown into the muffler. For this one purpose alone, a G-Piel Cut-Out is worth many times its cost.

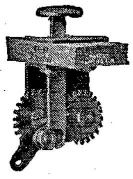
The open G-Piel Cut-Out gives that extra "ounce" of power on a hard pull or short "sprint," and it helps cool a hot engine.

The satisfaction of hearing your motor

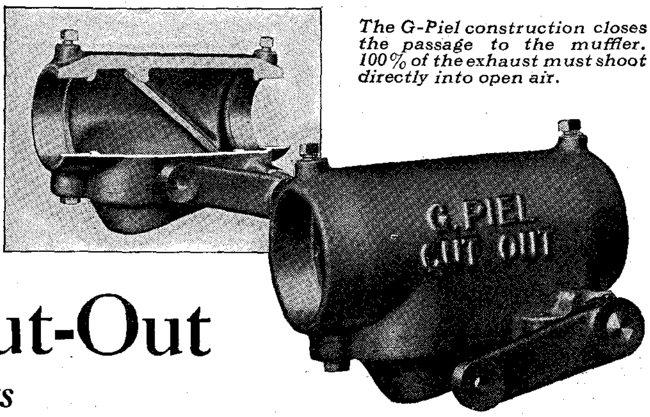
Every enthusiastic motorist enjoys the sharp clear bark of a powerful, sweet-running motor. A hot spark in every cylinder! Valves opening wide and seating tight! Just the right mixture from carburetor! Exhaust gases scavenging freely through the G-Piel Cut-Out!

Select the right size cut-out for your car from the G-Piel chart at your dealer's. *It will save its cost many times in a single season.*

Sales Department
EDWARD A. CASSIDY CO., Inc.
23 West 43rd Street New York
THE G-PIEL COMPANY



The G-Piel Pedal is absolutely positive in action. It never sticks. Makes operating any cut-out easy.



The G-Piel construction closes the passage to the muffler. 100% of the exhaust must shoot directly into open air.

G-Piel Muffler Cut-Out

Tells the motor's secrets

shown in the fact that employers in the State now pay in premiums less than they formerly paid to private liability companies, and that injured workmen and dependents of those killed in Ohio factories have received millions of dollars that formerly went into useless litigation and for private gain.

The Industrial Commission has made several disbursements of accumulated dividends to employers and subscribers to the fund, and even with renewed activities in industry have been able to keep the rates for insurance down. In addition the administration of this law has had a remarkable effect in the saving of life and limb, in that under the direction of the Industrial Commission safety devices have been installed in all dangerous occupations and the hazard is reduced to an absolute minimum.

Next in importance to the Workmen's Compensation Act was the codification of the Ohio school laws. Governor Cox as a one-time country-school teacher knew the problems of the rural districts and their needs. Experts were sent to study the best school systems of the United States, and on a given date meetings were held in every township and school district of Ohio, looking toward a furtherance of Ohio school interests, and a later meeting was held in the capital city at which a code was evolved, later passed and put into effect. Now, throughout Ohio, modern-graded schools with high-school facilities have taken the place of the old red-brick one-room school, and the system is being improved each year under State aid and direction.

The experience gained by Governor Cox as a member of the Appropriations Committee of Congress has made him a proponent and one of the strongest exponents of the budget system for public expenditures. So intensely interested is he in this feature that the very first act passed by the legislature under his first administration was to provide a budget commissioner for the State of Ohio, who has saved millions of dollars annually to the State and has placed every department of the State on a businesslike basis of operation. Governor Cox is even now advocating refinements of the budget system by which further checks will be had against extravagance and against duplication, and which will guarantee that no legislature will make appropriations beyond the needs, as recommended, without first having provided therefor the funds from which appropriations in excess are to be paid, and the executive is to be bound to keep his requests within the limit of money available.

Governor Cox is probably one of the best orators in the country, says his biographer. He is not subject to nerves at any time, but is robust, healthy, and a thoroughly rounded American business man, who leaves his cares of office at the office when time for recreation comes.

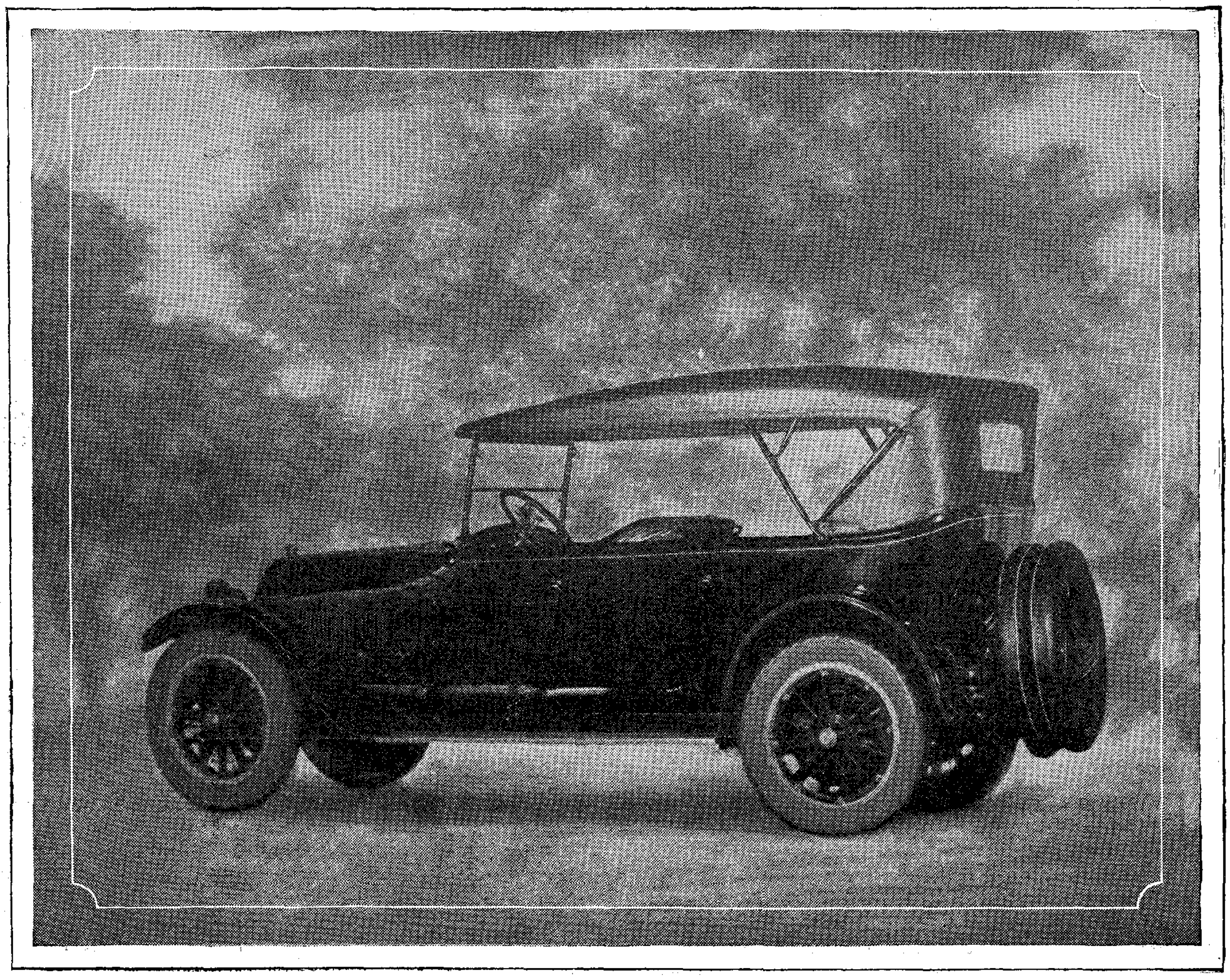
AMERICA'S FIELD OF HONOR IN THE NORTH OF FRANCE

THE SMOKE OF BATTLE had hardly cleared away, after the signing of the armistice, when there arrived on the battle-fields of France the first detail of the army of sightseers which, as time goes on, will visit, in ever-increasing numbers, the places where the world's greatest conflict raged. The first visitors, we are told, were the "thousands of American men and women who, when the war came to an end, found that their duties in the American Army and in the various welfare organizations had ended, and that their trusty automobiles and trusty passes which had once carried them about in actual service could also be used for sightseeing service." Then there were the French and Belgians who sought the graves of the fallen members of their families. And now that the restrictions placed on ocean travel have been removed, thousands of Americans are preparing to make the pilgrimage to the places where Americans fought and where thousands of them are buried. Most of them will go to the Meuse-Argonne field, for this was *the* American battle-field of the war. The records show that there were 631,405 American boys in the 480 square miles included in this field during the forty-six days that the battle was in progress. Almost half of the Americans killed in the entire war lost their lives on this field. Twenty-two American divisions took part, coming from New England, Pennsylvania, Maryland, Virginia, Wisconsin, Michigan, Illinois, Kansas, Missouri, Ohio, New York, New Jersey, Tennessee, the Carolinas, Georgia, Alabama, Texas, Oklahoma, and the Pacific Northwest. These divisions included men from every State in the Union, and units from almost every American city. Tourists who come to see this battle-field, therefore, should have but little difficulty in arming themselves with first-hand information before they start, secured from some man in their home district who was on the spot when the fighting took place. Some time ago William G. Shepherd, American war-correspondent, visited the Meuse-Argonne field, and in an article in *Everybody's Magazine* (New York) gives his impressions of that visit, referring, among other things, in the following language to the thousands of other Americans who will pass that way and observe the same scenes:

> All day I had been riding about this battle-field, and all day I had been seeing, as I went along the shell-torn roads, the ghosts, not only of the twenty-six thousand American boys who laid down their lives in this greatest American battle, but of the millions of Americans, who, in times to come, will whirl through the scenes in their speeding cars, yearning to know the full details of the great untellable story, but finding themselves unable to read in the signs all about them the secrets that such signs will have to tell.
>
> That evening at the château in which resided an engineer who was engaged in clearing up the great battle-field an American officer spoke of the great crowds of visitors who would, some day, visit these now desolate scenes, and I, in my turn, told of the ghosts of the visitors-to-come who had been haunting my day.
>
> "Well, as for me," said a captain, "I have a wife and daughter and a young son, and I won't feel that they know America and what it did in the war until they visit this battle-field."
>
> "You're right," said a colonel, who, during his six months of cleaning up had learned every inch of the vast area and every possible iota of the story of that forty-six-day battle. "Nobody will ever be able to write it as it happened. Nobody will ever learn much about it from reading. The only thing to do is to come here and see it. I think every American ought to come here who can get here. It'll make better Americans of them."

Mr. Shepherd suggests that he and his companions fell to thinking of the home-folk on this occasion because it served to dissipate in some measure the gloom inspired by their surroundings. This visit was made during the days the battle-field was being cleared, and the place is described as "the epitome of dreariness." We read:

> If you can imagine yourself in the center of a piece of rolling and somewhat forested land, with every one of the forty villages in the area blown into heaps of stone, deserted as the sands of Texas, with crosses that dot the scene like tufts of sage-brush, you can gain some idea of the emotion which caused the negroes to sing their "blues" o' nights. For miles in every direction out from our château there were no human beings. Out in the darkness and the rain was nothing but the shell-holes, the splintered trees, the leveled villages, the crosses and crosses, and, everywhere, the grim mouths, leading down deep into the earth, of the German dugouts.
>
> As I rode about the battle-field I saw, here and there, out in the fields, men plodding about in the mud. They were hunting for "duds," which are unexploded shells, and for the deadly hand-grenades. Whenever they found one of these objects, they thrust a stick into the ground and attached to it a small slip of white paper. Other crews followed along and moved the shells and grenades, by hand, to central piles. Such a job could not be hit-or-miss work. There were all sorts of shells, shrapnel, high explosives, and shells containing deadly gas.
>
> They laid the shells, each according to its kind, on layers, in a sort of funeral-pyre. First there would be a layer of high explosive-shells. Then, crisscross over these would be a layer of gas-shells. Perhaps a layer of shrapnel would be laid on next. Hand-grenades would be poured into the cracks and crannies. When several tons of explosives had thus been gathered and assorted a dynamite charge would be placed underneath the pile, connected with an electric battery.
>
> A mighty explosion follows the pushing of the electric button. The gas and the high-explosive shells go off with one great roar; the shrapnel-shells sputter and flash out through the cloud of smoke like fireworks. The gas, as the inexperienced civilian might expect, does not settle down low over the surrounding landscape and kill all the verdure. These experts have learned so to arrange their shells that the gas is blown straight skyward and is dispersed into the atmosphere at a height of several hundred feet. The greater the pile of shells and the greater the explosion the more the gas is spread and rarefied, and the less dangerous it becomes. I have seen these ammunition-dumps



How true it is that the ardor of the Cadillac owner never wanes.

As the days merge into months and the months melt into years, he appreciates more and more that he not only revels in a superior sort of travel, in a kind of motoring that does not lose its charm, but in a distinctive mode of motoring that actually grows more fascinating as time goes on.

How true it is too, that, be where he may, or go where he will, he is the object of constant envy, not only because of the rare delights in the way he motors, but also because he is immune even from apprehension of things that would mar his enjoyment.

And his complacency is intensified by the knowledge that he could not more wisely have chosen his motor car.

CADILLAC MOTOR CAR COMPANY, DETROIT, MICHIGAN

CADILLAC

CADILLAC
STANDARD OF THE WORLD

in the Argonne Forest, where thousands of gas-shells have been set off by the experts, and not a leaf seems to have suffered from the gas.

In addition to the shells another "tool of war" that has presented something of a problem to those set to clear the fields is the barbed wire. What to do with it has not yet been decided, and much of it still remains where it was originally placed by the fighters. Says Mr. Shepherd:

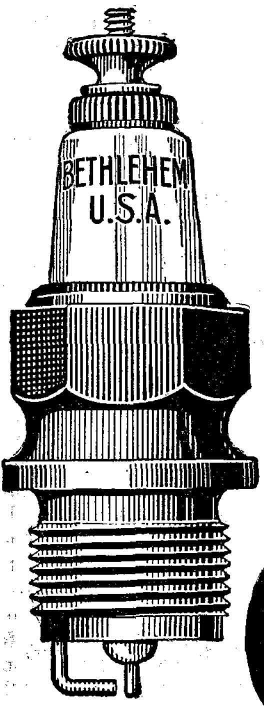
> There is one spot on the road which courses the eastern edge of the Argonne Forest where the speeding American tourist can stop his car and stand in the very heart of No Man's Land, a No Man's Land that existed for nearly four years, with the French and Germans only a hundred yards apart, until the Americans moved them both in that great autumn drive of 1918. To the right of you and to the left, as far as the eye can reach, there are mazes of barbed wire. It stretches in a line perhaps a quarter of a mile wide, into the Argonne Forest on one side of you, passing through the swamps and through the running water of the Aire River, and, on the other side, it climbs a wooded height and disappears among the trees.
>
> There seems to be enough of it to dam all the rivers of France, to build into pyramids, to encable the seven seas. It is a plague of the fields, like Canadian thistle or yellow mustard. It lies in rivers and in swamps and in forests, like a deadly growth.
>
> Some one has fallen on the scheme of using the barbed wire as reenforcement for concrete in rebuilding bridges and houses, and many car-loads of this straightened and cut wire are being taken to building centers for the use of the contractors, if they find it useful.

Those seeking American graves will go to the great cemetery in the little village of Romagne in the heart of the battle-field. The bodies of twenty-six thousand American boys were scattered over the Meuse-Argonne field after the forty-six-day battle. As the battle progressed, grave-diggers came along and buried the dead. Over each American grave a cross went up on which was nailed the identity disk which the soldier wore around his neck and on his wrist. These bodies have now all been placed in the Romagne cemetery:

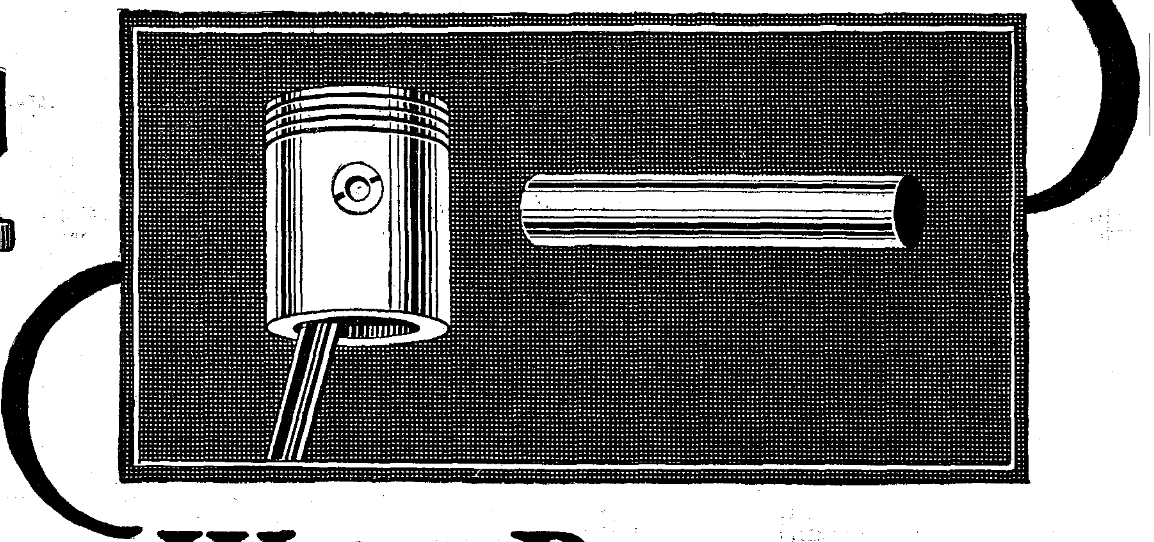
> It has been the task of over four thousand negroes, members of the 805th and 806th Engineers, to collect from the battle-field these bodies and carry them to the Romagne cemetery. It was a task which seemed too sacred to leave to German prisoners. As I saw this work being done, the seriousness with which the negro boys went about their duties, and the thoroughness with which the information about each grave was gathered and set down, I felt that it would be safe to tell the mourning families back in America that everything was being done in France to make it possible for fathers and mothers, some day soon, to stand beside a little plot in Romagne cemetery and know the whole story of what happened to their boy in battle, even as to the spot, however distant it might be, where he fought his last fight, and fell.
>
> By the end of last spring four thousand bodies had been carried to Romagne. Two hundred and fifty bodies a day were brought to the cemetery from distances near by, and one hundred and fifty a day from the more distant parts of the battle-field. When it is realized that many of these precious burdens were carried a distance of over thirty miles to the cemetery, it will be seen that it required constant work for almost a year to complete the labor of veneration and love which Uncle Sam has taken upon himself. The heart-strings of many an American home will be anchored to that hillside outside the quaint and now shattered village of Romagne, where the American dead will rest. To Romagne, through its narrow streets, and by a very short turning between two stumpy little shops to the great cemetery, will pass hundreds of thousands of Americans before the soil of Romagne cemetery becomes all French again.

Mr. Shepherd advises tourists to come to the battle-field knowing what they want to see. The unknowing ones will find themselves disappointed by the vastness of the field and their inability to grasp the story as they move about, he explains. Hence one should carry in one's mind a more or less adequate idea of the general story of the battle, supplemented by at least one definite story, preferably the story of the boys of one's home town, worked out so that the scenes can be recognized when the tourist comes across them. The correspondent says that during his first trip over the Meuse-Argonne field he tried to put himself in the attitude of an American visitor who knew little of war, but had a mighty yearning to know of the valor of his countrymen. Night after night he retired, however, dissatisfied with the day's experience. He says he realized that everything about him had a story to tell, but he was not able to read the tales. So he tried an experiment with the aid of an officer who had taken an active part in the battle:

> I resolved to discover for myself all that I could learn about one small corner of the battle-ground; to find what the roads and the trees and the creeks and the swamps and the hills and the hollows, the ditches and the great trenches, and the crosses and battle-remnants had to tell to one who really tried to read the battle-story in them.
>
> "Isn't that the monument?" I asked.
>
> "Good God, so it is!" exclaimed the colonel. It was an ancient landmark.
>
> "There's where those twenty men lay dying when we couldn't get them into the ditch out of machine-gun fire," said Sam, the colonel's orderly.
>
> I didn't look at the monument or at the ditch. I watched the colonel and his orderly, Sam, in the front seat of the car, with the driver, bobbing up and down in his excitement. You wouldn't have thought, to see him then, that he, single-handed, had been cool-headed and brave enough to take eighteen German prisoners from a dugout by simply making a balk motion with a hand-grenade. The colonel sitting beside me in the rear seat was not now the cool-headed H. S. Howland, famous in the American Army for his Moro fighting in the Philippines, hero of Vauquois Hill, and recipient of most of the honors that the American and French armies have to give. There was no need for being cool-headed now. He was like a boy in his excitement. These two excited men were my tourist link with the great battle.
>
> If every American of the hundreds of thousands who will soon come here could tour the great battle-field of the Meuse-Argonne drive as I was touring this one small sector of it, with the men who had fought on the ground over which we were passing, they would gain an idea of the greatness of the fight that no books or writing could ever convey. I had come out to the battle-field with Colonel Howland and his orderly, hoping that they would give me what I had missed in all my touring of this greatest American battle-field: the sense of the majesty and awfulness of what had occurred in those days between September 26 and November 11.
>
> My mind, as I have explained, hadn't clutched with what I saw. The millions of Americans who will visit these scenes in years to come will find that their minds do not clutch, either. I had seen ruined towns, and shattered forests, and churned earth, but I had not been able to people them with our fighting dough-boys. I had looked and looked, and summoned my imagination time and again to get it to tell me the story of what I was beholding. And here I was on the scene, with the man who had taken five square miles of the land from the Germans. In the midst of that first day's fighting, after he had led his men for five hours with his right hand shattered by a machine-gun bullet, he had been taken off to a hospital.
>
> We walked over to the little monument.
>
> "I remember I looked out of the ditch and counted twenty men lying around that monument. They were only thirty feet away, but the machine-gun bullets were flying like hail," said Sam.
>
> "Yes, it was jumping across that space to the other ditch over there that I got hit in the hand," said the Colonel. His hand still hung useless by his side. "God! How I was praying for those tanks to come that day. And at last, after three hours, when our ditches had as many dead and wounded men in them as live ones, I heard the tanks coming along that road."
>
> He pointed to the road on our left.
>
> "I saw their tops coming right along there," he said. "They made a terrific noise, but we were glad to hear them."
>
> Now I was getting what I wanted; what every American who tours this great battle-field in years to come will want, but can not have, in full detail—the story of what the roads and trees and broken houses and shell-holes had been trying to tell me of the horror and the glory of that American battle.
>
> Every square inch of this five square miles was sacred to these two men. And the battle-field, remember, contains 480 square miles. As they told their story, in shouts and exclamations, I realized fully what I had only surmised before: that the millions of Americans who will come hereafter to tour these sacred square miles will not be able to glean more than a tiny part of the great thing. I realized that thousands of speeding automobiles carrying thrilled Americans would, in the years to come, whirl through this battle-field land, carrying their occupants over the dumb earth that has great stories to tell but that can not speak.



Spark Plugs and



Wrist Pins

WHEN a spark plug fouls, or its porcelain fails, the result of that "miss" is distributed throughout the entire power-plant.

The first unit to feel the shock is the wrist-pin, up there in the piston. A knock develops to cut down power and pile up costs for gasoline and new parts. New wrist-pins mean tearing down the entire motor-block.

Guard against these internal strains. Use Bethlehem individually tested spark plugs i every cylinder—sure-fire Beth lehem. Improved engineerin ideas reduce liability of fouling Special-formula porcelain re duces breakage and current loss to a minimum.

Realize what a vital link i the power-chain is the spark plug. Write for a copy of "Hi or Miss?", which tells yo which particular Bethlehe plug is best suited to you particular need.

BETHLEHEM SPARK PLUG CORPORATION
E. H. Schwab, *President*
Bethlehem, Pa.

Bethlehem SPARK PLUGS

WHEN THE JAPS "SHOT UP" AND CAPTURED VLADIVOSTOK

THE SHARP RAT-TAT-TAT of machine guns roused the people of Vladivostok to the fact that there was "something doing" in their town about midnight, April 4. "I was sitting in with a late session at my typewriter," writes a correspondent in *The Japan Advertizer* (Tokyo), "when my train of thought was interrupted by an apparition in striped pajamas, with his remaining hair standing upright and the gleam of excitement in his eye. 'Something doing, boy,' exclaimed this striped apparition. 'They're at it down-town—another revolution.'" Together the correspondent and the wearer of the pajamas went to an open window and looked out. From several directions rolled the volleys of machine guns and rifles and the heavier detonations of cannon. Inquiry over the telephone revealed that the "Japanese and the Russians were at it," and that the Japs were taking over the railroad station, the telegraph offices, the staff headquarters, and generally making themselves at home in the town. The violent midnight scrap was the fighting connected with the recent military *coup* by which the Japanese gained control of Vladivostok, as was announced by the newspapers at the time, and this correspondent, who was an eye-witness to the capture of the city, and subsequent events there, goes on to give a vivid account of the affair. He writes:

PLANTING THE JAPANESE SUN FLAG IN VLADIVOSTOK.

The city fell into the hands of the Japanese early on the morning of April 8. Soon thereafter the 600-mile railroad from Vladivostok to Kharbarovsk also came under the control of Japan, placing the outlet for millions of square miles of Siberian hinterland under Japanese control.

JAPS GUARDING BOLSHEVIK SPOILS.

Here are the results of the disarming of the Bolsheviki after Vladivostok had been captured by the Japanese.

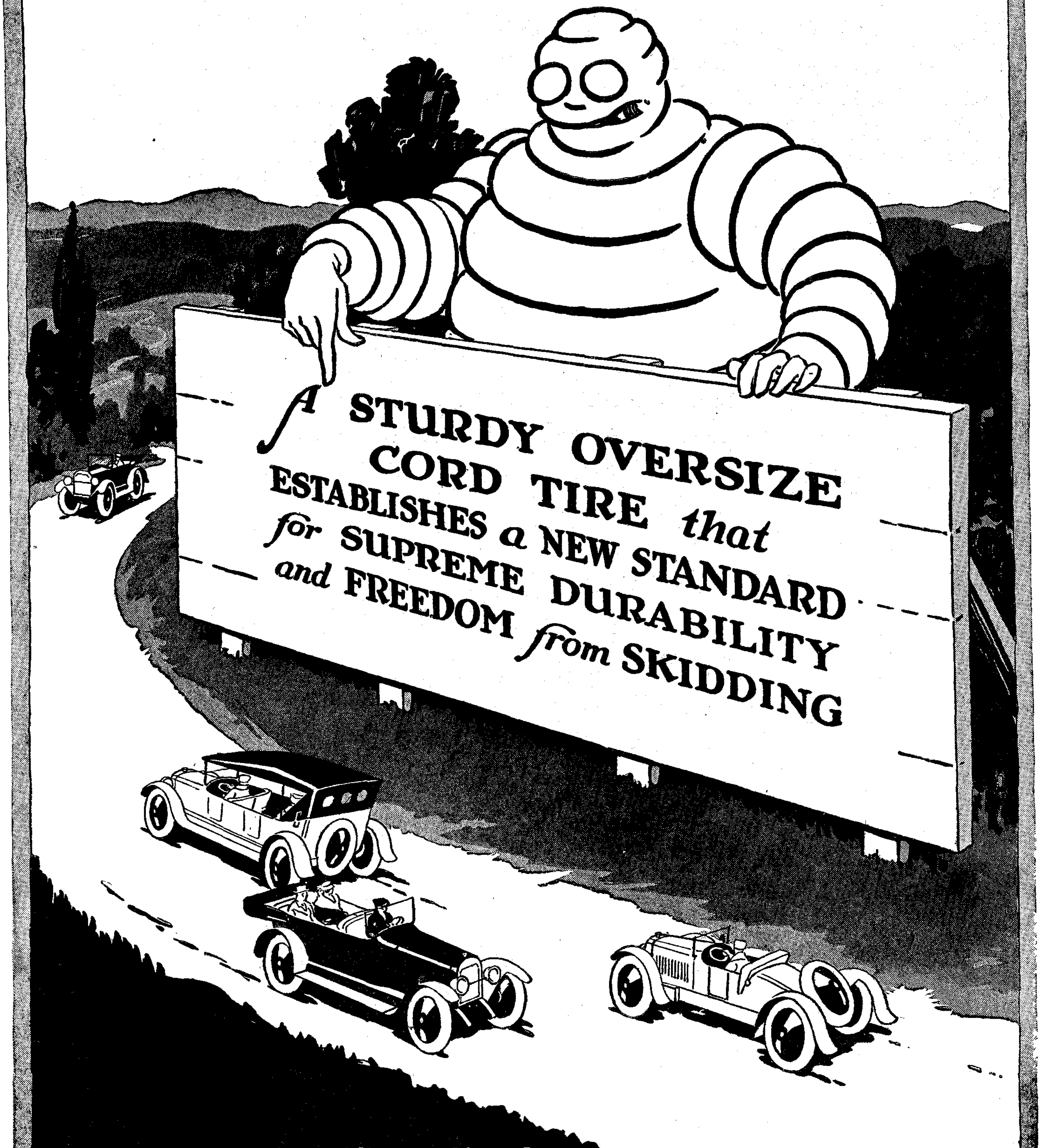
> The night was fairly clear, with enough moon to make men visible a hundred yards away. We could see flashes of guns either in or just in front of the Japanese hospitals.
>
> Down in the center of the city a search-light played over the harbor, the buildings, and the hills, and the firing was heavy—not incessant, but coming in spurts—rapid and loud for five or ten minutes, then some comparatively light for the same length of time. In the comparative silences one heard the crack of rifles and now and then a yell.
>
> Information came rapidly in, brought by men who had been down-town on peaceful and unsuspecting errands, by Czechs, Russians, and others. One man had been out visiting when the fracas began, but lost his taste for society and made speed for the barracks. He found the Japanese in possession of Svietlanskaya, with a barricade and plenty of machine guns and some artillery. They had stopt him, and after inspection decided to let him pass, which he did without stopping for conversation.
>
> The continued heavy firing, the sudden appearance of the Japanese, the rapidity with which they took up stations, and the telephone reports that they were occupying every strategic and important point, indicated a *coup* by the Japanese general and army, and that in carrying out this *coup* they were using heavy fire largely for its effect of intimidation on the population. This surmise is, I believe, fully borne out by the later events and by what was already happening, but which we did not then know. Nevertheless, it was not until next day that it was clear that comparatively little of the shooting was done in fighting between opposing forces or individuals; virtually all of it was done by the Japanese.
>
> Aside from the continuance of the fire, nothing special happened during the remainder of the night. At dawn we went out in a car decorated with American flags until it strongly resembled an entry in an auto parade. We were taking no chances that somebody might mistake us for a Russian party. First we went out on foot, as soon as it was light enough for the Japanese to see that we were not Russians. We found the gate leading into our compound guarded by a squad of Japanese soldiers and the driveway full of soldiers with a commissioned officer in command. On the street outside, going north, was a long column of soldiers, with mountain batteries on clattering horses, and some infantry double-quicking it in the rear. The streets were clear of all but Japanese military. There were no dead or wounded in sight—no signs of any except just in the gateway a great trail of blood where some man, mortally hit, had fallen and bled to death.
>
> After walking a couple of hundred yards on Svietlanskaya and seeing that the coast was fairly clear, we came back to the barracks, got the beflagged car, and went down-town. Svietlanskaya was almost deserted, except for the Japanese soldiers. A few hardy Chinese stood in front of closed shops, and a very few Russians looked timorously from windows. The street was not only clear of people, but of signs of conflict. There were no barricades up. There were no Russian soldiers or sailors in evidence.

One of the most noticeable things in the city on this fine spring morning, says the correspondent, was the Rising Sun banner, the flag of Japan, flying in a hundred places where it had not appeared before. It flew over a compound occupied jointly until that night by Americans, Russians, Czechs, Japanese, Chinese, French, and sometimes others of the Allies. It waved over the residence of the Commissioner of the Soviet Government in the Far East and over scores of other buildings. It floated from the topmost points of a dozen hills in and around the city, on which hills were silhouetted clear against the sky the dominant and triumphant Japanese soldiery. Further:

> Soldiery everywhere, in the yellow-brown and red trimmings of Nipponese infantry. Soldiers with fixt bayonets patrolling

MICHELIN

UNIVERSAL CORD


A STURDY OVERSIZE CORD TIRE that ESTABLISHES a NEW STANDARD for SUPREME DURABILITY and FREEDOM from SKIDDING

Michelin Tire Co., Milltown, New Jersey

Other factories: Clermont-Ferrand, France; London, England; Turin, Italy

Dealers in all parts of the world

> the streets, guarding the main buildings, scores of them in front of the Japanese buildings. Mounted officers dashed up and down; autos and auto-trucks sped up and down Svietlanskaya.
>
> It certainly was a Japanese day in Vladivostok. Japan had the city in an iron grip. The Russian soldier had melted away. We saw some of them—prisoners—marching sullenly through the streets, on each side of them those little chaps in yellow-brown with the bayonets shining at the end of their rifles. The prisoners were both civilian and military, and a noticeably large number of the civilians were Koreans.
>
> On later trips to the city I found the streets filling with people, and in the afternoon there were scores of thousands out. Shops were closed, except a few scattering oriental *magasins*. All ordinary business was at a standstill. But the Japanese business of tightening its grip on the city of Vladivostok was proceeding. Every now and then we saw a new flag over a building; and the Japanese patrols were all over the town making domiciliary visits, and haling forth Russians and Koreans to some place of detention.
>
> The Japanese began filling several buildings with prisoners. The railway station was used as a prison, and streams of men were brought in by the patrols about the city. The Korean village was systematically ransacked. A Korean whom I know came in to-day to beg that the Red Cross do something to save his people from the Japanese fist. He said their schoolhouse was burned Monday morning, and that men, women, and children have been taken away. He said that this morning a hundred Japanese soldiers began a search of the village from house to house.
>
> This is no doubt true. Among the demands made by the Japanese in a sort of ultimatum to the Provisional Government a few days ago were the suppression of anti-Japanese agitators and the protection of Japanese said to have been subjected to assassination. This means, of course, that the Japanese are finding the Koreans here very troublesome, and have now taken the opportunity to get the revolutionary ringleaders. The Koreans are violently anti-Japanese and many of them are Bolshevik.
>
> This afternoon the Japanese marched their prisoners the length of Svietlanskaya—which seemed to me a most incredibly unwise thing to do. It was a bright afternoon and the streets were filled when the long line of prisoners, soldiers and civilians, were taken through the center of the city, with Japanese soldiers guarding them with fixt bayonets. But perhaps the Japanese think such an act as this will demonstrate their iron grip and cow the population. I believe the prisoners were taken to one of the barracks of the 31st Infantry.

In the afternoon meetings were held by the Allied representatives to discuss the situation and to discover what brought on the attack. The Japanese are said to have explained that their sentries had been attacked, and they had in self-defense been forced to fight back and take over the city. They explained they did not intend to take over the functions of government, but would confine their activities to policing and other methods for preservation of law and order. Presently the members of the Provisional Russian Government went back to their building. According to the correspondent—

> They found the building badly battered on the outside and on the inside some wreckage and much confusion—desks broken open, papers scattered about, etc. It is said that a number of important government documents had disappeared.
>
> To-day the Japanese still hold the railway station under strict guard and no trains were running except their military echelons. On Sunday night they took over two Russian bronovics, or armored trains. I saw one Japanese armored train drawn by an engine manned by a Russian crew. This afternoon the line-up in the railway yards appeared to indicate that the Japanese were intending to take trains northward. They had steam up on a big passenger-engine, and a couple of trains made up.
>
> Having taken over the telegraph station, they still maintained heavy guards there to-day, but I understand have informed the Allies that their move was only in self-defense, to insure law and order, and their wish is that the present government shall continue to operate.
>
> The question is whether the dual control predicated on the above principle will be operable.
>
> The city is quiet but not normal. The streets are unusually crowded and the atmosphere is tense. There are reports that the "Reds" beat the Japanese at Nikolsk and are attempting to form an army and try to regain Vladivostok. These reports add to the powder in this local situation. Other reports that the Allies will do something or other helps to stir the Russians, but many Russians appear to believe that the Allies were fully cognizant of the Japanese plans and that the Japanese were permitted to stage the demonstration after the withdrawal of the American troops. I am inclined to think that unless the Allies make a protest, this feeling among the Russians will grow, and also inclined to think (this is purely a personal "hunch") that the Allies will make no protest.
>
> There is no special indication of reprisal on the part of the Russians. The Japanese are too completely in control for any concerted effort of the Russians in the city to succeed. The Russians have been disarmed, and altho undoubtedly many fled to the hills with their guns early in the uproar, they are disorganized and perhaps leaderless, and against the disciplined and well-armed Japanese, with leaders who know the war-game, the Russians would merely batter themselves to pieces. This is the case unless the vague reports of powerful Russian forces between here and Nikolsk turn out to be true.
>
> I was told yesterday that Colonel Krakovetsky, the commander of land and naval forces of the Provisional Government, had seen this coming and had in advance given word to his troops not to resist. It would seem that many of the detachments around the city had such word, otherwise it would be hard to account for their failure to fight back.
>
> At dawn on Monday morning we saw a striking sight. The Russian barracks to the north had been quiet for several hours. The men were inside, or under shelter of the building. At dawn they surrendered to the Japanese troops in the hospital. We saw Russian soldiers and sailors stagger up the terrace staircase under heavy loads of rifles and ammunition and take this to the Japanese soldiers in front of the hospital. A Japanese platoon was drawn up in formal array, and under the eyes of the Japanese men and officers, and of Americans, Czechs, Chinese, and silent groups of Russians—soldiers and civilians—the arms were delivered. There was no resistance, no demur, no argument.

The Japs devoted considerable time to celebrating their victory. Their army trucks, loaded with soldiers, sped up and down the streets and their officers and guards everywhere were smiling. However:

> There is no celebrant air in Vladivostok, save for the men of Dai Nippon. On the faces of the Russians is a look of bitterness hard to describe but easy to feel. They gather in knots everywhere, knots which quickly grow into crowds. There is little haranguing, but a great deal of low-pitched and earnest talking.
>
> The old régimists are, of course, relieved of the menace of Bolshevism, and consequently appear satisfied. Yesterday I saw in the shops more well-drest men and women buying clothing than I have seen for several weeks. The red star is off the coat-sleeves and caps of the Russian soldier and the shoulder-strap is coming back. For many of the soldiers the transition is made with the ease of long familiarity.

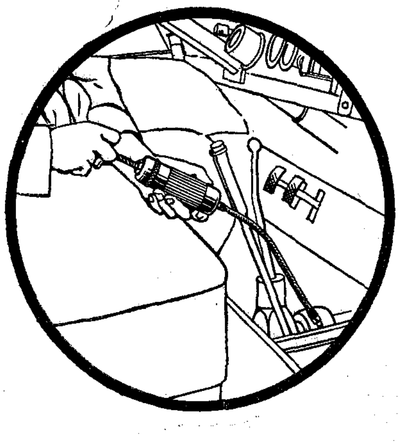
TEXAS AS A LAND OF FANCY AND ROMANCE

A TEXAS COW-PUNCHER'S CHIEF DELIGHT in the "good old days" was to induce a tenderfoot to climb up the port side of a sleepy, harmless-looking "bronc," and to watch the resulting performance—which usually lasted less than ten seconds. The penchant of the old-time stage-driver was to draw upon his imagination for the benefit of the tenderfoot who happened to share his seat. If his seatmate happened to be of the fair sex, the wielder of the lash became positively inspired.

There is nothing to prove that the attitude of the Texas stage-driver, be he a pilot of a truck or a real stage-coach, has changed toward the tenderfoot. In fact, he isn't so careful of his facts these days, judging from the roar of protest evoked from loyal and enraged Texans by two recent daily newspaper articles dealing with conditions in the oil-fields of Fort Worth and vicinity. One article was published in New York and the other in Kansas City, and while the New York article was much the milder in every way, it came in for all the criticism. Its main defect was that it recorded the supposed demise of Captain Burk Burnett, and said he made his fortune in oil, whereas the good Captain is enjoying excellent health and made his fortune in ranching. The Fort Worth *Record* prints this letter from one of its readers:

> This writer for *The Sun and New York Herald* must have been a tenderfoot. Having found all the color for his story necessary in the city of Wichita Falls, the Manhattanville maker of fiction booked passage on a motor-truck bound for Burkburnett in order

How much attention does the average Motorist give to the subject of Lubrication?



The Tremendous Pressure of the ALEMITE Compressor

Cleans — then lubricates

Simply snap the coupling onto the Alemite ball-check bearing nipple and turn the handle, No fuss, no muss or uncertainty.

BASSICK SERVICE

The following Distributing Stations are in charge of Service and Retail Sales in their respective territories.

Dealers, Garagemen and Car Owners

are asked to write to thier nearest Station. Address Alemite Lubricator Co., at the address given.

BALTIMORE, MD., 106 W. Mt. Royal Ave.
BOSTON, MASS., 859 Boylston St.
BRIDGPORT, CONN., 305 Professional Bldg.
BUFFALO, N. Y., 906 Main St.
BUTTE, MONT., 55 W. Granite St.
CHARLESTON, S. C., 197 King St.
CHICAGO, ILL., 2641 So. Michigan Ave.
CLEVELAND, OHIO, 4612 Euclid Ave.
DALLAS, TEXAS, 408 S. Ervay St.
DENVER, COLO., 1240 Lincoln St.
DETROIT, MICH., 23-25 Hancock, West
DES MOINES, IOWA, 206 W. 11th St.
INDIANAPOLIS, IND., 1005½ N. Meridian St.
JACKSONVILLE, FLA., 904 Main St.
KANSAS CITY, MO., 1506 McGee St.
LOS ANGELES, CAL., 1138 S. Figueroa St.
LOUISVILLE, KY., 543 S. 3d St.
MILWAUKEE, WIS., 62d & Greenfield, West Allis
NEWARK, N. J., 217½ Halsey St.
NEW ORLEANS, LA., 740 Carondelet St.
OMAHA, NEB., 2864-66 Farnam St.
PHILADELPHIA, PA., 1317 Race St.
PORTLAND, ORE., 10th & Oak Sts.
ST. LOUIS, MO., 3132 Locust St.
ST. PAUL, MINN., 231-35 W. 9th St.
SALT LAKE CITY, UTAH, 32-34 Sw. Temple St.
SAN FRANCISCO, CAL., 624 Van Ness Ave.
SEATTLE, WASH., 312 E. Pike St.
SPOKANE, WASH., 282 Second Ave.
SPRINGFIELD, MASS., 343 Bridge St.
TORONTO, CAN., John Millen & Son, Ltd., 53-57 Adelaide St., W.
MONTREAL, CAN., John Millen & Son, Ltd., 321 St. James St.
CALGARY, ALBERTA, CAN., Alemite Lubr. Co. of Can., N. W., 515-21 First St. W.

DEPENDING upon its size and make, there are from 24 to 45 points on an automobile that require lubrication.

Except in cars upon which the Bassick ALEMITE System is standard equipment, these lubricating points are distinguished by grease cups. According to the maker's instructions these grease cups should be refilled or "turned down" after every 50 to 300 miles of travel.

Among the points demanding this attention are the front and rear spring shackle bolts, drag links, steering knuckles, steering gear housing, universal joints, clutch, brake rods, fan belt and numerous other bearings hard to get at and, therefore, frequently neglected.

* * *

NEGLECT of lubrication causes squeaks, rattles, burned out bearings, costly replacements premature depreciation.

Yet despite their knowledge of these dangers, thousands of motorists utterly ignore these lubrication requirements of their cars. They "take a chance" rather than muss and dabble with grease and grease cups.

* * *

THE positive, quick, easy and mussless method of lubrication is the Bassick ALEMITE High Pressure Lubricating System. Its installation and use eliminates the drudgery of under-car greasing. It insures clean, grit-free bearings; it cushions every wearing surface with a film of friction-resisting grease. It enables any car owner to make "all the rounds", lubricate every bearing *thoroughly* in from 15 to 25 minutes, without touching the grease or dabbling with mussy grease cups.

* * *

WHEN Bassick ALEMITE ball-check nipples and extensions replace old-style "cups" all the drudgery of bearing lubrication is ended. It is only necessary to snap the flexible steel coupling on to the nipples and give a turn or two to the ALEMITE Compressor handle. The old gritty grease is *forced out,* a new supply is *forced in.* A positive, quick, mussless operation.

Because of its simplicity, over a hundred leading manufacturers of motor vehicles have adopted ALEMITE as standard equipment.

* * *

Progressive service garages, or any ALEMITE Service Station, are prepared to equip completely any passenger car, truck or tractor with the ALEMITE System—ball-check nipples, dust caps, necessary extensions to inaccessible parts, high pressure compressor and flexible steel hose and coupling.

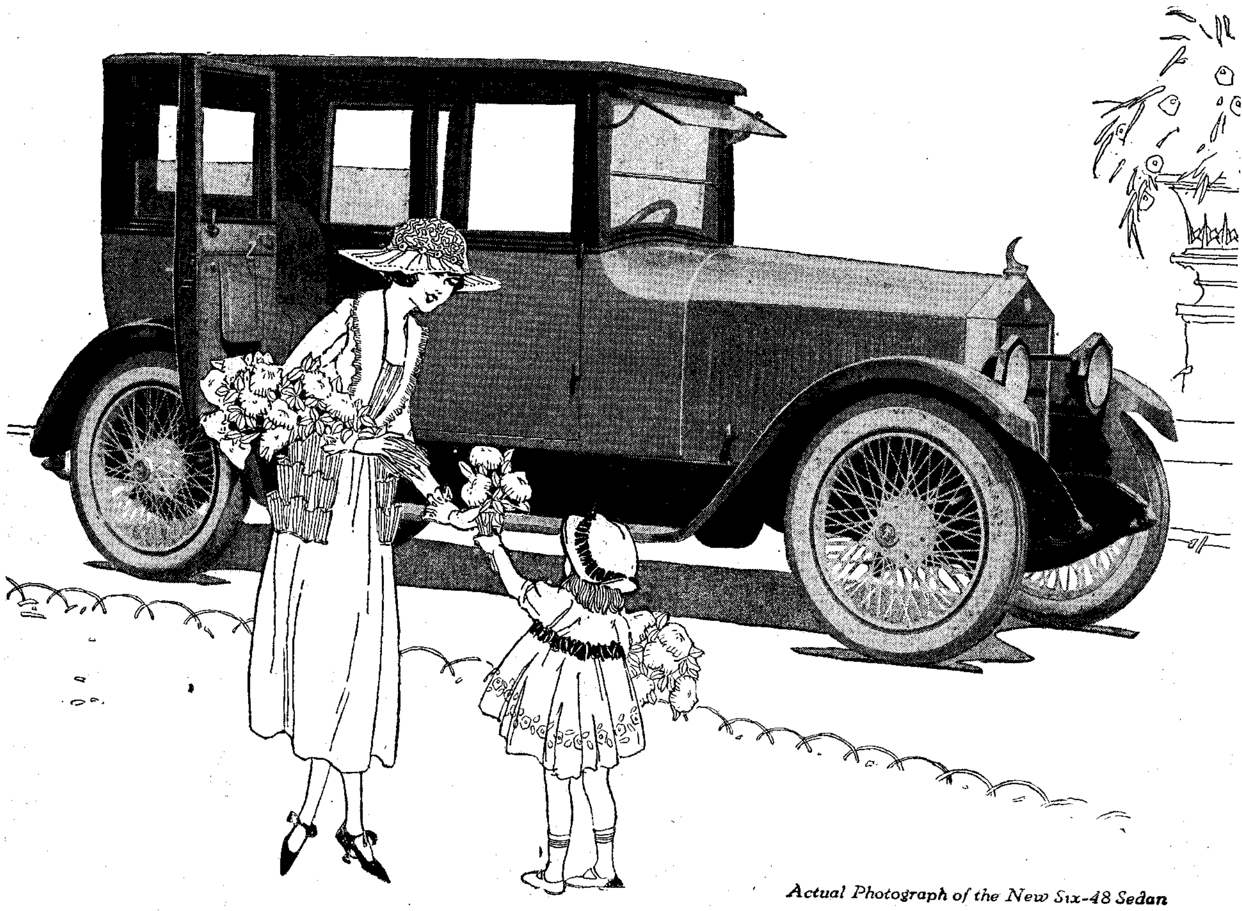
Write today for booklet giving specific and important facts about lubrication and explaining Bassick ALEMITE High Pressure Systems in detail.

THE BASSICK MANUFACTURING COMPANY
365 West Superior Street, Chicago, Illinois

ALEMITE
HIGH PRESSURE
Lubricating System

The Alemite System of Lubrication is fully protected by U. S. Patents

for All Cars, Trucks and Tractors · All Models



Actual Photograph of the New Six-48 Sedan

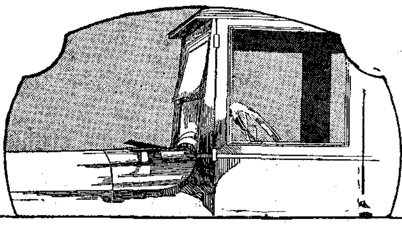
The Moon is an embodiment of the highest degree of engineering skill. Each unit is the work of part specialists who have attained outstanding leadership in their particular field. No single organization could embrace all these specialists, but Moon engineers have combined the skill of all in a distinctly individual car that is priced within the realm of reason.

Built by MOON MOTOR CAR COMPANY, *St. Louis, U. S. A.*

MOON

THE SUCCESS OF THE YEAR

The cowl ventilator, adjustable from the instrument board, and the combination folding windshield provide for congenial use of Moon closed models in the summer.



Moon engineers have so arranged the two that the interiors of the Sedan and Coupe are as comfortable in July and August as open touring cars.

> to ask the driver questions such as, "Who were Burk and Burnett? Why is all that cotton still hanging on the bushes? Doesn't all this oil soaking into the ground cause fires sometimes?"
>
> Truck-drivers are humorists. They love to give a belated traveler a lift and then they love to saturate him with valuable information. This is how it happened that Captain S. Burk Burnett passed on to his fathers after having located the town site of Burkburnett and accumulated a fortune in oil.
>
> Among other falsehoods the writer tells us that Captain Burk Burnett became a millionaire by reason of oil and then died—which is untrue in two respects. First, Captain Burnett was a millionaire before the oil came, and, secondly, Captain Burnett is not dead, but very much alive.
>
> I sat within fifty feet of Captain Burnett at the Fat Stock Show in Fort Worth about the middle of March, 1920, and if he was dead he really enjoyed the show more than any corpse that I ever saw. I live within a half-dozen blocks of Mr. Burnett, and if he is dead he refuses to admit it, and it is not apparent to his family and his friends."

Being also from the innocent and unsophisticated East, and not suspecting the wiles of the fertile Texas imagination, we guilelessly quoted the supposedly veracious story into these columns, where no fiction is supposed to enter. In reply, Captain Burnett sends word by a friend that if we will come out to his "place"—of 750,000 acres—he personally will show us some of the finest cattle in Texas, but no oil. Another friend of the Colonel's—and ours—says that "while the story does contain certain recognized facts about Wichita Falls, and further contains some semblance of truth, in the main it is 'fearfully and wonderfully made,' and I am at a loss to know whether the author is to be congratulated upon his marvelously vivid imagination or to be pitied because of his abnormal credulity." From a large sheaf of letters from residents of Fort Worth and Wichita Falls, we find that in *The Sun and New York Herald* article were two misstatements, viz., that the Colonel was dead, and that he made his money in oil. Another subscriber who has traveled through Russia, the United States, and the "wilds of upper Canada" informs us that "there are more gunmen within a mile of Times Square than you will find in all the oil-fields of Texas," and "the girls do not wear leather coats at all." Another Fort Worth subscriber assures us that "the oil-fields of Wichita County are remarkably free from hoodlumism," and he believes this is due to the absence of the open saloon. While in Wichita Falls and Burkburnett one day on business, he assures us, he "did not see one single case of disorderliness."

A copy of the Fort Worth *Record* editorial, which came from many different subscribers, was also sent by the vice-president and general manager of that paper, with a letter informing us that Fort Worth and Wichita Falls "are contributing far more to the production of the country in proportion to our size than any other section of the United States." In the editorial we read:

> THE LITERARY DIGEST is the leading publication of its class in the United States. It has a circulation running into hundreds of thousands in every section of the country. In Fort Worth, for example, it has three thousand readers, and what is true of Fort Worth is true of practically every city and town in the country. And THE LITERARY DIGEST has given the authority of its prestige and the benefit of its wide circulation to spreading statements about Fort Worth which this article contains.
>
> Any one reading this article, and not knowing better, would get the impression that Fort Worth is a city of "sudden wealth, sudden death, brawls, gambling, reckless spending, soaring prices, a welter of human types thrown together picturesquely and promiscuously." The spirit abroad here and in this section generally, it would seem, is that of the forty-niners—"the wild, adventurous spirit is the same and the reckless spending of hastily acquired fortunes and also the fisticuffs and the gun-play." We learn that clothing is more than 30 per cent. higher in Fort Worth than in Dallas; that fur coats sell at prices more than three times as great as are asked on Fifth Avenue; that for women's clothes, for example, the sky is the limit; and a lot of other things that have no relation to the truth. "For the wives of the new oil millionaires," says this article, "must spend their money somehow, and what could be sweeter than crêpe de chine lingerie at fifteen dollars the garment, gold-lace hats at forty dollars, nineteen-dollar silk shirts for hubby, and thousand-dollar suits of pale mauve furniture for the new stucco bungalow?" Even apples cost ten cents apiece and pecans are two for a nickel, tho it seems that we do not know anything about pecans, and mispronounce the name, in spite of the fact that we produce more pecans in a season than any New-Yorker would see in a lifetime.

Now, the surprizing part of the whole matter, in view of the foregoing testimony, is that we have letters from equally sincere and patriotic residents of Fort Worth and Wichita Falls, in the oil business, too, to the effect that THE DIGEST quoted no misstatements regarding conditions in the oil-fields. "Looking over the article," one writes, "I can see absolutely no misstatement; it is mild in comparison to the Kansas City *Star* article, about which no one has objected. The Fort Worth editor shows the native Southern sensitiveness regarding the pronunciation of 'pe-cawns,' naturally. And it was Captain Burk Burnett's son who died, not he. So, you see, the *Sun* writer confused father with son." Another Fort Worth citizen, who confines himself to a discussion of conditions in the oil-fields, writes, in part:

> The writer wishes to go on record as vouching for the truth of your article in every way. Conditions are just a little bit worse than you state. In one instance recently, when taking a suit of clothes to be prest (the standard price for which has been $1.50), on receiving it the bill was two dollars. On questioning the statement I was informed that pressing had gone up since the 1st of April to two dollars. It is a fact that everything advances in price when it reaches Fort Worth, and nearly everything can be purchased at Dallas, Texas, for from 25 to 60 per cent. less. The present hold-up prices in this city should certainly be looked into by some one, and some system started to knock them out. Thank you for your welcome article.

RISE OF LEVI P. MORTON FROM BELL-RINGER TO VICE-PRESIDENT

THE ORIGINAL ASSETS of Levi Parsons Morton were "a sturdy physique and a conscience of the old flint-like Puritan severity," inherited directly from a Morton who had been the financial agent of the *Mayflower* voyagers. On the basis of these virtues he recently rounded out a life full of years and honors, during which he was, successively, a bell-ringer in his father's church in Middleboro, Mass., the Governor of New York, and Vice-President of the United States under Benjamin Harrison. Tho he was recruited from the ranks of the poor and had but a distant acquaintance with money during his youth, he attained riches. He "recognized the obligations of great wealth," says the New York *Tribune*, and "never discharged them in the spirit of self-exploitation." He was practised in hard work at the age when, if his father had had sufficient means, he would have been going to school; and soon learned that there was no short cut to the eminence his ambition craved. "From his earliest youth," says *The Sun and New York Herald*, "it had been drilled into him that in spiritual and material endeavors, labor, honest industry, hard work with mind and muscle are the things, the only things, that count; that honor and diligence and adaptability and work are not to be dodged or circumvented by those who aspire to raise themselves to the high places among their fellows."

Mr. Morton was born in the Vermont village of Shoreham, across the lake from Ticonderoga, on May 16, 1824, the son of the Rev. Daniel Oliver Morton, a Congregationalist clergyman, and Lucretia Parsons Morton, who was the daughter and granddaughter of clergymen. He was the youngest of a large family who had to be supported on a meager ministerial stipend of six hundred dollars a year. By dint of much saving, the clergyman managed to educate the eldest son, but there was no such good fortune in store for young Levi, and when he was at the age when most boys spend their spare time digging for worms to fish with, the future financier had to go to work. At fourteen he was clerking in the village store, measuring calico for the farmers' wives and selling pretty stage boots to the worthies of the countryside. Two years later, the young boy was teaching school, a job he relinquished to enter the general store of W. W. Esterbrook at Concord, N. H., in 1841. He was then only seventeen, but he displayed such aptitude that his employer established him in a branch store at Hanover, where Dartmouth College is located. Up to a few years ago the sign of L. P. Morton was still to be seen on the old Tontine Building at Hanover. But tho the sign is gone now, he will be remembered there because of his gift of land on which Dartmouth College erected a library. The boy advanced rapidly, and, as we learn from the New York *Evening Post:*

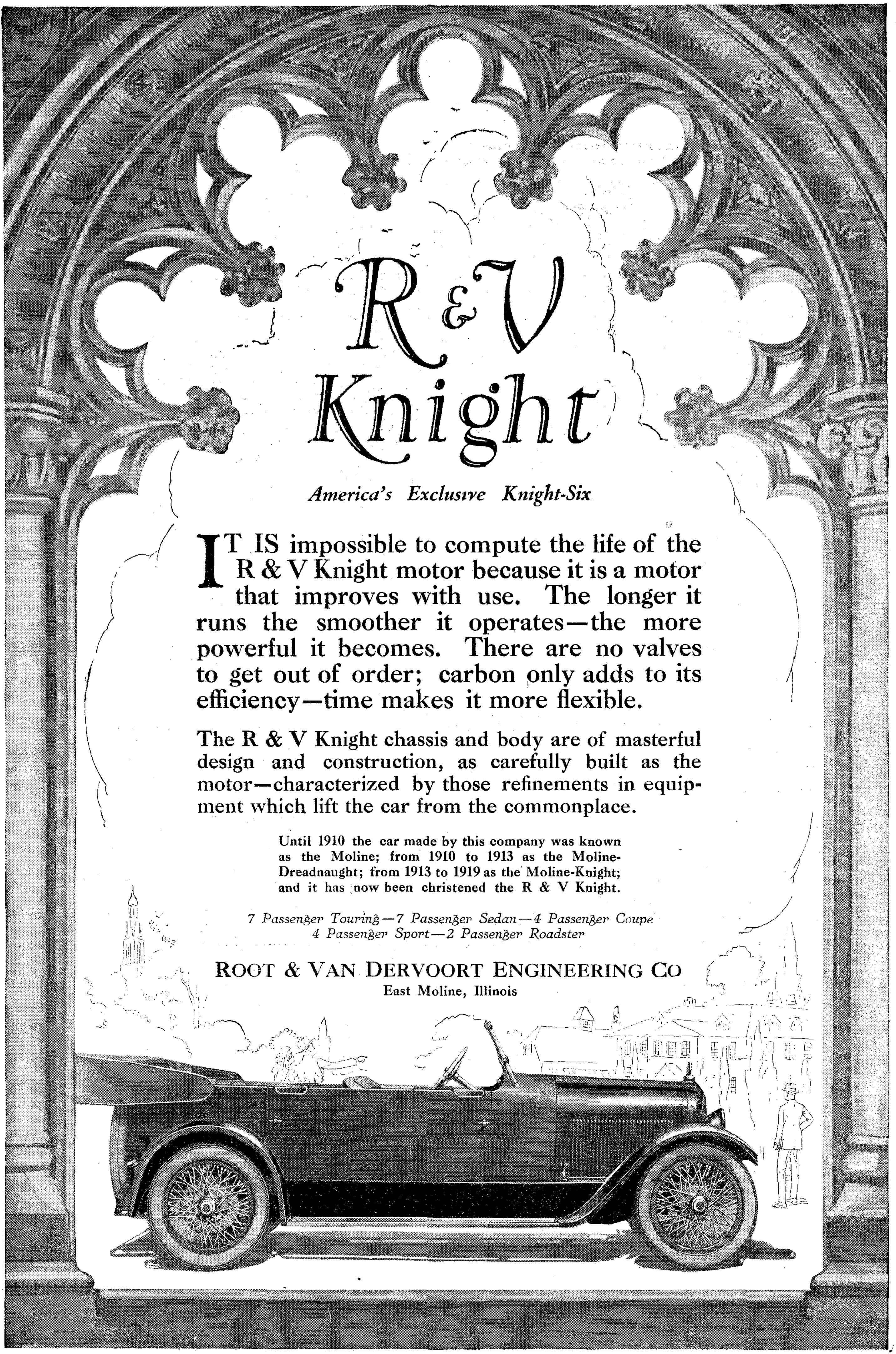
> At the age of twenty his employer gave Mr. Morton an interest in the business of the store in Hanover. This interest continued for six years. Boston was the business Mekka of every Yankee boy in those days, and Boston attracted young Morton, who entered in 1849 the dry-goods house of James M. Beebe & Co. Close attention to business, combined with evident ability and his popularity with the customers of the house, won for him recognition by the firm, which he entered as a junior partner in 1851. Five years later he was sent to New York to manage a branch of the firm which was known as J. M. Beebe, Morgan & Co. Mr. Morgan of the firm became the successor of George Peabody & Co. in London; he was the well-known Junius S. Morgan, father of J. Pierpont Morgan. The firm of J. M. Beebe, Morgan & Co. was dissolved in 1854, and Junius S. Morgan went to London to engage in banking.
>
> In January, 1855, Mr. Morton organized the dry-goods commission house of Morton & Grinnell. His partner was the son of George Grinnell, a member of Congress from Massachusetts. They continued in business until the commencement of the Civil War, when the firm became financially involved, and settled with its creditors at fifty cents on the dollar. Some years later Mr. Morton paid the creditors of the firm the balance of their claims, with interest. He was enabled to do this by his success in the banking business, which he had entered in 1863. He made money rapidly and soon attained prominence in financial circles. One day the creditors of the firm of Morton & Grinnell received an invitation from Mr. Morton to dine with him. When they sat down at dinner, each man found beneath his plate a check signed by Mr. Morton for the amount of money necessary to settle his claim in full, with interest.

Mr. Morton had no children by his first wife who died in 1871 at his Newport residence, Fairlawn, in her thirty-fifth year. In fulfilment of her wish, he gave a park of twelve acres to the people of Newport, which bears her name. He also built in her memory the Grace Memorial Chapel, Fourth Avenue, New York, and the Orphans' House attached to Grace Church, where the children of working women are cared for during the hours when their mothers are employed outside of their own homes. Mr. Morton's second wife, whom he married in 1873, was Anna Livingston Street, daughter of W. L. Street, of Poughkeepsie, a granddaughter of General Randolph S. Street, a niece of Alfred B. Street, the Albany poet, and a descendant of the Livingstons, Van Rensselaers, and Schuylers. Returning to his business career:

> It was in the latter part of December, 1861, that the mercantile firm of L. P. Morton & Co. was established, consisting of these partners: Walter H. Burns, formerly of J. S. Morgan & Co. of London; H. C. Oakley, son of Chief Justice Oakley, of New York, and Charles W. McCune, afterward of the Buffalo *Courier*. This firm continued until 1863, when Mr. McCune withdrew and the other partners established the banking house of L. P. Morton & Co., at 35 Wall Street. In a little while a foreign branch of the house was established in London, under the name of L. P. Morton, Burns & Co. with George Milne, a Scotchman, who had resided in this country, as the resident London partner. In 1869 the firm was dissolved and reorganized, George Bliss entering the New York house, and Sir John Rose, then Finance Minister of Canada, going over to London to join the English firm. Burns and Oakley retired. The titles of the firms at the reorganization became Morton, Bliss & Co., in New York, and Morton, Rose & Co., in London. George Bliss had been of the firms of Chittenden & Bliss, and of Phelps & Bliss, in the dry-goods trade.
>
> Mr. Morton's New York and London banking-houses were largely instrumental in 1879, in making possible the resumption of specie payment in the United States and in enabling the Government to fund the United States debt. The syndicate formed for this purpose was headed by Morton, Bliss & Co., and included Drexel, Morgan & Co., Baring Brothers & Co., J. S. Morgan & Co., Jay Cook & Co., N. M. Rothschild & Sons, and Jay Cook, McCullough & Co. The credit of the Government was low at the time, but the firms referred to floated a large issue of 5-per cent. bonds, thus decreasing the rate of interest on the mass of the bonds. It has been estimated that these banking firms, by their action at the time, saved the Government seventy million dollars. The firm of Morton, Bliss & Co. was considered one of the most conspicuous in Wall Street. One of its most noted achievements was the sale of fifty million dollars of New York Central Railroad stock, belonging to William H. Vanderbilt, to English purchasers.
>
> For a number of years Morton, Rose & Co. were the fiscal agents of the United States Government in London, but in 1885, the account was transferred to Brown, Shipley & Co.
>
> The firm of Morton & Bliss was dissolved October 1, 1899, and was succeeded by the Morton Trust Company. This company came under the control of Thomas F. Ryan, and his stock was subsequently purchased by the Guaranty Trust Company, when that institution absorbed the Morton and Fifth Avenue companies.

It was not until 1876, when he was in his fifty-second year, that Mr. Morton entered politics. At the request of President Arthur he became a candidate on the Republican ticket for Congress, from the Eleventh Congressional District, New York State. Arthur was the party leader in the city of New York, and he wished to find men who would draw votes out of the general citizenship. It was only six days before the convention that Mr. Morton came forward, and he was defeated, altho he reduced the usual Democratic majority by four hundred votes. Two years later he was renominated, and was elected by seven thousand majority over the same competitor, a majority which exceeded the whole vote of the rival candidate. He took a commanding position in Congress on financial questions. He opposed the bill providing for the unlimited coinage of silver dollars, and his influence had great effect in defeating it. Besides being widely known in this country, continues *The Post:*

> Mr. Morton's business relations had taken him many times to Europe. He was well acquainted in Paris. In 1878 he was appointed by President Hayes and served as Honorary Commissioner from the United States to the Paris Exposition. As Envoy Extraordinary and Minister Plenipotentiary to France he represented his country with distinction. The French liked him so thoroughly that they changed the name of the park fronting his mansion to the Place des États-Unis.
>
> When in Congress in 1878, Mr. Morton was one of a subcommittee to draw up resolutions in regard to the treatment of American Jews in foreign countries, demanding that they be placed on a footing of equal dignity with other United States citizens.
>
> He was nominated for Vice-President on the Republican ticket with Benjamin Harrison on June 25, 1888, and was elected in the following November. He filled the office with dignity, with honor to himself, and to the satisfaction of the members of the body over which he presided, regardless of party divisions. On his retirement both Republicans and Democrats united in bearing testimony to his fairness and ability as a presiding officer.
>
> As Governor of the State of New York, 1895–96, Mr. Morton displayed the same keen sense of official responsibility and duty that had marked his course in other places of high honor and dignity. It is a noteworthy fact that he was elected to the Governorship over David B. Hill by one of the largest pluralities ever received by a candidate for the office. Mr. Morton was also American Commissioner General to the Paris Electrical Exposition and representative of the United States at the Submarine Cable Convention.
>
> Of Mr. Morton's manifold charities the world at large knew little or nothing. He gave liberally and often, and always unostentatiously. He was prominent in relieving the distress in Ireland in the winter of 1879–80 and paid for one-quarter of the cargo of the *Constellation*. In the summer of 1880 he also contributed fifty thousand dollars to the support of the five hundred workmen who suffered from the failure of the Rockaway Beach Improvement Company, accepting their certificates of indebtedness. In 1905 Mr. Morgan gave six hundred thousand dollars to the Cathedral of St. John the Divine.
>
> In December, 1911, Mr. Morton put up for sale his home at 681 Fifth Avenue, and moved to an apartment house. His legal residence was at Rhinecliff-on-the-Hudson, where his country estate, Ellerslie, is situated. This was purchased in 1887 from the estate of William Kelly and was wonderfully developed. He was one of the first of the wealthy men thereabouts to establish a herd of fine cattle as an important part of his estate.
>
> Mr. Morton was president and director of the Morton Trust Company, president and trustee of the Fifth Avenue Trust Company, director of the Guaranty Trust Company, Home



R & V Knight

America's Exclusive Knight-Six

IT IS impossible to compute the life of the R & V Knight motor because it is a motor that improves with use. The longer it runs the smoother it operates—the more powerful it becomes. There are no valves to get out of order; carbon only adds to its efficiency—time makes it more flexible.

The R & V Knight chassis and body are of masterful design and construction, as carefully built as the motor—characterized by those refinements in equipment which lift the car from the commonplace.

Until 1910 the car made by this company was known as the Moline; from 1910 to 1913 as the Moline-Dreadnaught; from 1913 to 1919 as the Moline-Knight; and it has now been christened the R & V Knight.

7 Passenger Touring—7 Passenger Sedan—4 Passenger Coupe
4 Passenger Sport—2 Passenger Roadster

ROOT & VAN DERVOORT ENGINEERING CO
East Moline, Illinois

Insurance Company, Panama Coal Company, Washington Life Insurance Company, Equitable Life Assurance Society, National Bank of Commerce, Industrial Trust Company of Providence, R. I., and the Newport Trust Company. He was a member of these clubs and societies: New England Society, Sons of the American Revolution, American Geographical Society, president of the Metropolitan Club, member of the Union, Union League, Lawyers, Republican, Tuxedo, Century, and Downtown.

Mr. Morton's life seemed to fall naturally into three periods, corresponding with the classical picture of human existence, the New York *Evening Sun* remarks, and points out:

> The innate strength of character drawn from his Pilgrim ancestry carried him through the stress of early poverty and strenuous work of the older fashion—with head and hands and feet, early and late, earning and saving and building his fortunes upon the foundation of labor and thrift and self-denial. His youth might be called the epitome of old-fashioned American character, growing and developing from within, like a strong tree, his roots striking deep into a soil affording rich nourishment only to a sturdy and vigorous vitality. His boyhood and youth and young manhood formed a series of battle-grounds, at a time in the United States when affairs were planned on a smaller scale than now, altho the qualities which make for success in business enterprises were, perhaps, of no rarer and no more abundant occurrence than at present.
>
> The period of Mr. Morton's middle age saw his entrance into politics, and his creditable discharge of duty in successive posts of national importance. He served his country just as well as Congressman, denouncing free silver legislation, as in his graceful attitude, later, as Minister to France. He served with dignity and credit as Governor of the State of New York. Finally, as Vice-President, his name, experience, and tradition reenforced the ability of President Harrison. As an influential banker he was able to assist the Government in various financial emergencies; he did well his part.
>
> His latest years of retirement at his beautiful home upon the Hudson have preserved the tradition of the older theories of life among which he was born nearly a century ago. Rest after labor, tranquillity smoothing away the memories of conflict; in this tradition he was born, and so he has died surrounded by his children and their children, in the evening, in a place of peace.

AS ASSEMBLYWOMAN SMITH, OF NEW YORK, VIEWS STATE POLITICS

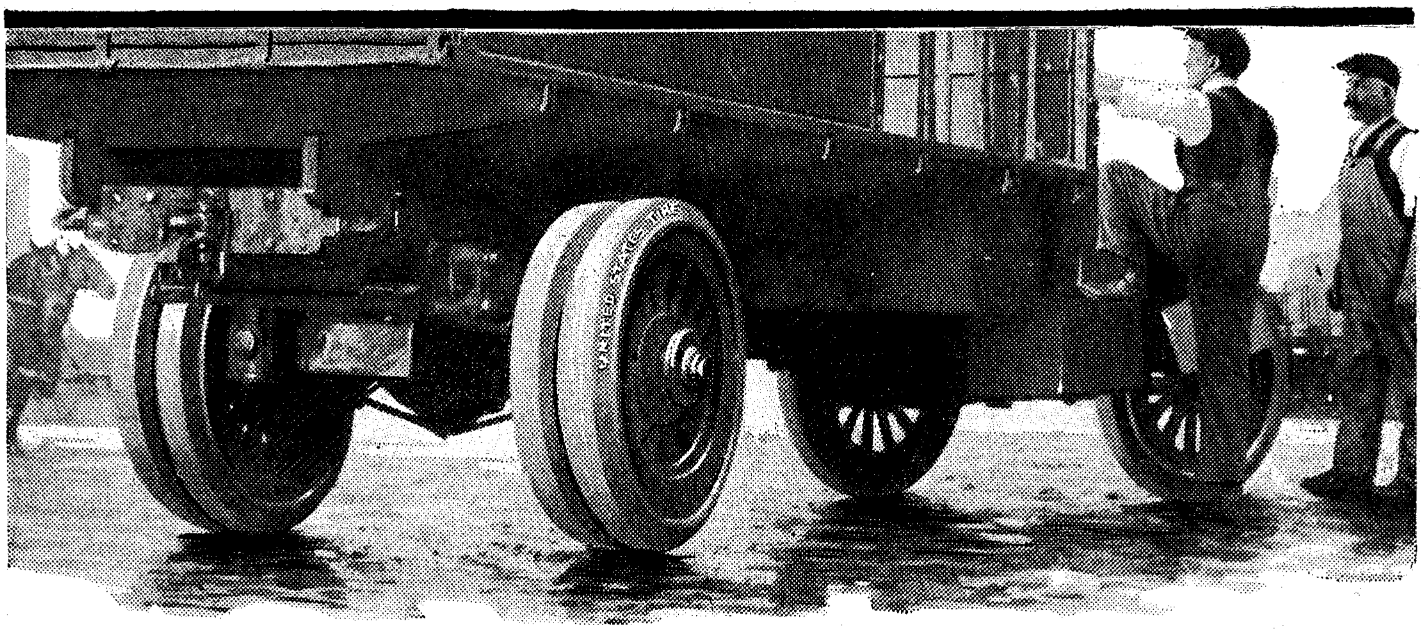
IN SPITE of the rather noisy bubbling of the national political pot, a number of politically minded observers have found time to comment upon the way in which a Republican Assemblywoman presided over the Legislative Assembly at Albany during the last hours of the session. The ease with which Miss Marguerite Smith held those "roaring lions in leash," says a political reporter for *The Sun and New York Herald*, "was the wonder of the week." Thus far New York suffragists have not been greatly cheered by the results of woman suffrage in the State legislature. Neither of the two women previously sent to Albany, Mrs. Mary Lilly, of New York, in 1917, and Mrs. Ida B. Sammis, of Nassau, in 1918, returned to that body. Assemblywoman Smith, who is only twenty-five years old, is wondering whether she ought to go back or look after her own profession as a teacher of athletics. She is strongly in favor of more women in the Assembly, but she is forced to admit that politics is a very uncertain sort of profession. There is matter for reflection for the suffragists in this state of affairs, as well as in the ease with which this young lady occupied a difficult political position. As the reporter has it:

> A slip of a girl, for she is just that, who ably decided on questions of parliamentary law, and with cool and practised manner followed all the points of the game, Miss Speaker, *pro tem.*, caused the heads of the solons to wag mightily. There was not a rule of order or a fine point in procedure which she did not know as an old friend. The fact that she was never feezed, never taken off her guard, puzzled the old stagers of our almost prorogued Assembly.
>
> They would have understood better had they realized that the hand of steel is often found in the velvet glove. All her life Miss Marguerite Smith, who is one of the best all-around women in the United States, had been in training mentally and physically for that half-hour. She dares do all that doth become a woman and she excels most men in manly sports and accomplishments. She learned to play the game of life in a thoroughgoing sportsmanlike manner before she was in her teens, and so to govern legislative rage was only one of many experiences.
>
> No pent-up Utica like Harlem, where Miss Smith was born, could restrain her powers. She is a young woman of the great outdoors. The only thing that she regretted about the last election which sent her to Albany was that it interfered with a camping trip in the Rocky Mountains, on which she had set her heart. She might have come back with two or three grizzly-bear rugs if she had not been detained by the affairs of the campaign.
>
> Her ideals of statesmanship are bound up in such stalwart men as were Abraham Lincoln and Theodore Roosevelt. She never did much rail-splitting, except for her camp-fires, but she is fully capable of doing it. If she had to make good in the Far West, as Colonel Roosevelt did, she would probably have ridden a bronco with the best of the cowboys, for she is a born horsewoman with good nerve and a natural way with the equine breed.
>
> As one of the original Camp Fire Girls organized by Mrs. Luther Gulick, Miss Speaker Smith has been a leader in woman's athletics for the last ten years. After her graduation from the New York Collegiate Institute in 1912, where, by the way, she won distinguished honors, she entered Teachers College, Columbia University. While she was near the head of her class in her studies, Miss Smith did not, of course, want to be considered a grind. To take the curse off of scholastic tendencies, which she mightily feared, she went in for sports, so as captain of the basket-ball team, catcher of the baseball nine, champion swimmer and diver, and a very sturdy hockey-player she managed to keep any one from calling her a mere bookworm.
>
> On account of her interest in sports, Miss Smith gradually tended toward physical culture branches. She received her degree of Bachelor of Science in 1916 and became interested at once in the teaching of hygiene and the training of the body. She continued her studies and two years later received her master's degree and became an instructor of hygiene and physical training at Teachers College, a position which she still holds, the institution willingly giving her leave of absence to attend to her legislative duties.

One of the griefs in the young life of Miss Smith was that she could not, for various reasons, get over to the other side during the war. However, we are told:

> She did the best she could over here. For two years she was the head of Red Cross Auxiliary No. 56. She is so thoroughly executive that she was soon teaching hundreds of young women and girls all about the making of bandages and compresses. There was not a branch of patriotic work in which she does not seem to have been interested. For her section of the "Earn and Give Division" of the United War Work Campaign, she raised within a week the sum of $20,000.
>
> She would much rather have gone with an ambulance to France than to have helped raise money to send other young women there. As a chauffeuse she certainly would have been a success, for she can take half a dozen different kinds of automobiles apart and put them safely together again. An expert driver, who is at home and ready with resourceful mechanical ability, no matter how severe the punctures of the tires, Miss Smith would have been in her element dodging in and out among the shell-holes of the torn terrane of France. As an expert at the steering-wheel, however, she did much work driving physicians about during the influenza epidemic.
>
> As she could not get away from Harlem, Miss Smith devoted herself to making life pleasant for the returning heroes through the canteen work. She conducted a social and dance every week for the soldiers and sailors, and is herself a remarkable dancer, both in the modern style and in interpretative classic dances.
>
> In social work among young women and girls, Miss Smith employed her talents most. As the captain of two groups of Girl Scouts, and a leader in the movement which gives the freedom of the outdoor life to her sex, Miss Smith has been well known throughout the United States for the last five years or so. Her summers have been spent recently at Camp Hanoum, Vt., conducting canoe parties and mountain hikes. She had just come out of the lake up there after giving a diving exhibition, in fact, for Annette Kellermann is no more of a water nymph than she, when a small boy came running down the bank with a telegram informing her that the political sanhedrin of her district had decided that she was just the person to run for Assembly on the Republican ticket. She hesitated a long time as to whether she would accept the nomination, because she believes that the work in which she is engaged which does so much in her opinion to put real strength into the muscles of young women and a desire

The Truck Driver is taking his place alongside the Locomotive Engineer



THERE are 700,000 drivers of motor trucks in this country. An increase of 450,000 in the last five years.

How many will there be five years from now?

Upon the kind of *materials* they are given to work with will depend very largely the kind of motor truck transportation the country will get.

* * *

Go into a garage some evening when the drivers are bringing in their trucks after the day's hauls.

You will hear them talking about what they are up against — fussing and fuming over *split tires* — wondering how long they will have to put up with *base separation* and such things. Every break down means more work for them — time lost — unwelcome explanations.

Their interest in the *efficient* and *economical* operation of their trucks is as great, and sometimes greater, than that of the men who own them.

* * *

One of the greatest contributions ever made to truck operating economy was the creation of the new U. S. *Grainless* Rubber Solid Truck Tire.

Non-splitting—because this *new rubber* has no grain to open up.

Non-separating from its base—because the steel and rubber are *chemically* joined.

The *carrying capacity* of a U. S. Grainless Rubber Tire is never affected by cuts. It wears down *smoothly* and *evenly* throughout its long life.

It is one thing to be in the business of making and selling tires.

The United States Rubber Company has never held that to be its only, or even its *primary*, aim.

Unless U. S. Tire users receive the *best possible tire service*, the United States Rubber Company will feel it has failed.

For that reason it selects its solid tire dealers from among the men who *know most* about tires —who are best equipped to deal with the truck owner's problems.

Find a U. S. Solid Truck Tire dealer, get his advice on the type of tire that will give you the greatest operating efficiency.

He is a representative of the oldest and largest rubber organization in the world, and as such is skilled in the application of the most advanced tire knowledge.

Specify U. S. Grainless Rubber Solid Truck Tires in ordering your new truck.

United States Tires

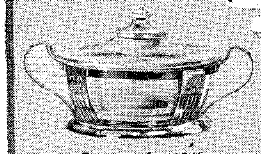
United States Rubber Company

Fifty-three Factories	*The oldest and largest Rubber Organization in the World*	*Two hundred and thirty-five Branches*

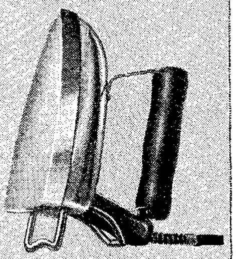
Manning-Bowman Quality Ware

Range-type Percolator, 9193

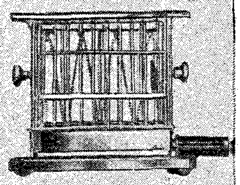
Means MB Best



Casserole, 1946



Electric Iron, 1436



Reversible Electric Toaster, nickel base, 1215

THE woman who knows the convenience and pleasure of using a Manning-Bowman Percolator in her home the year 'round may well show it to her friends with pardonable pride, for many are its merits, aside from its attractive appearance.

Manning, Bowman & Co. were the originators of the percolation idea in coffee making, and the Manning-Bowman percolators are the last word in durability and attractiveness. Coffee made in a Manning-Bowman percolator is always the same—a uniform delicious flavor. Starting with cold water the percolation is completed in the shortest possible time. The percolator shown above is for use on either a gas or coal range. Other types may be had for use with alcohol or electricity.

There are many other Manning-Bowman devices such as the toaster, grill, casserole, etc., which add to the joy of housekeeping.

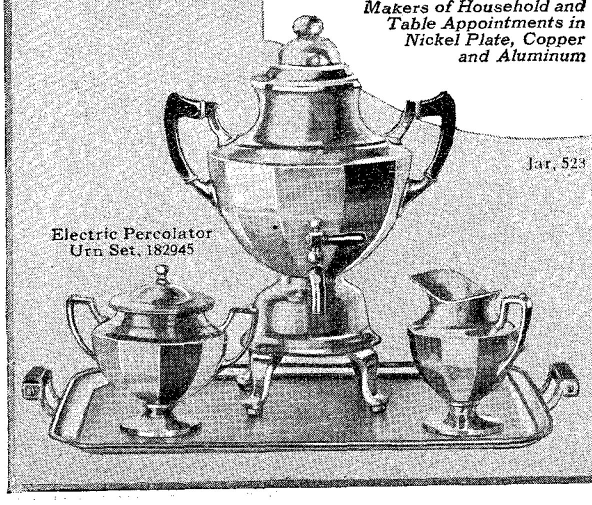
Manning, Bowman & Co. manufacture the famous line of Hotakold Vacuum bottles and carafes. Ask to see them. For further information write for Booklet E-4.

For sale at electric shops, department and hardware stores, jewelers and novelty shops.

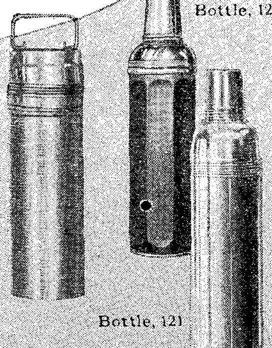
MANNING, BOWMAN & CO.
Meriden, Conn.

Makers of Household and Table Appointments in Nickel Plate, Copper and Aluminum

TRADE HOTAKOLD MARK VACUUM VESSELS



Electric Percolator Urn Set, 182945



Jar, 523

Bottle, 125

Bottle, 121

PERSONAL GLIMPSES
Continued

to serve in their hearts, must not be neglected.

Whether in short skirt and middy blouse, in automobile garb or equipped for a long tramp, Miss Marguerite L. Smith is the same calm, well-poised young person. As far as the parliamentary part of her training is concerned, she had been brought up on "Roberts' Rules of Order" from childhood. Her father, Dr. J. Gardner Smith, a prominent physician of Harlem, believed, many years before most of us understood what was coming, that the women of this country were going to take an active part in civic affairs. He was in politics, and also at the head of various organizations such as the Harlem Chamber of Commerce, and he saw to it that his daughter learned all the intricacies of legislative procedure.

These are just a few suggestions which are thrown out to show that, after all, when one stops to consider the wide range of the talents and training of Miss Speaker Smith, it was rather to be expected that in any emergency she would have self-confidence and that easy poise which comes from the well-trained body and brain.

It may come as a shock to a good many ardent suffragists that Miss Smith did not vote for the so-called "Welfare Bills." She explains her stand in the New York *Evening Post:*

"Take the women's welfare bills. It's been said that the Republicans voted solidly against them. I am a Republican, and I was opposed to those bills from conviction. I don't think, for instance, that we have any right to tell women when they shall work and when they shall not work. I am a teacher; I should resent it very much if I were forbidden to teach night classes when I found that necessary. And I think the street-car women and the elevator women have the same right as I have.

"Of course, the conditions under which women work should be right. I was very glad of the discussion over a bill which Mr. Charles H. Betts, of Wayne County, introduced to have women work at night in a factory. Everybody said, 'Oh, well, Mr. Betts's factory has good conditions; it won't hurt women to work there nights.' That was the point, as I saw it; have the conditions right and then leave women the same freedom as to hours as men have.

"I voted from conviction in expelling the Socialist members, too. You know everybody didn't read the minutes of that trial. I sent the minutes to my constituents every week, and I hope they all read them, for I believe every reasonable person, knowing the truth, must feel that radicalism is a serious menace in this country and must be dealt with. There is a good deal of it in my district. There is a good deal of it among the negroes; they have their problems. The radicals don't work openly, and we've got to be on the watch for them. The sentence of the legislature was just, for not one of those men denied sympathy with un-American acts and theories."

Assemblywoman Smith led a busy life during the session. She kept her position at the Horace Mann School, teaching Mondays till it was time to take the Albany train, and teaching Friday nights

PERSONAL GLIMPSES
Continued

and Saturdays and getting in a Girl Scout hike with her pupils every now and again.

"And I taught Sunday-school every week, too," she added, proudly. "I have a class of nine girls at the Mount Morris Church—oh, they're a great lot of girls. I wouldn't have missed them for anything. And I'm having a fine time at the Horace Mann. We are beginning the spring hikes, over on the Palisades, and the girls get up early mornings and have sunrise hikes in the parks and learn about the birds. Well, I like teaching, and I begin to like politics, too. I don't know—"

The little Assemblywoman sighed. Which shall it be?

SOCKS FOR RAILROAD TICKETS, AND OTHER SIBERIAN TROUBLES

IN Siberia a can of fruit or a pair of socks will pass as a railroad ticket, and, if you give it to the engineer or the man who acts as conductor, you may travel a thousand miles. But you must be prepared for innumerable and unforeseen delays, and you mustn't grumble if the train is a week behind time. In Siberia the trains are often a week late, but the lack of schedule is taken as a matter of course. The whole country is in chaos; the Bolsheviki are active, and land that might be adding to the granaries of the world lies fallow and unused. The principal industry now is that of fighting, and there is much work for the Red-Cross nurses to do. Miss Vera Allen, in an interview with Fred Lockley, of *The Oregon Daily Journal* (Portland), recites some of her experiences as a nurse in this land of troubles and contradictions:

We left Seattle, April 24, 1919, abroad the *Kashima Maru*. We waited for a week in Japan to get a boat for Russia. From Vladivostok we went by train four thousand miles to Omsk. It took us twenty-eight days. We were accompanied by a lieutenant and ten men as a guard. You can get an idea of the condition of traffic when I tell you that in two days we passed seventy-five wrecks. The Japanese were guarding part of the road, the Americans another part, and the Czechs still another part. The Bolsheviki were very active and were constantly making raids on the trains or destroying the tracks.

I was assigned to a 1,200-bed hospital five miles from Omsk. The building we were using had formerly been an agricultural college and the grounds were beautiful. The beds were always full. Most of our cases were secondary operations. Most of our patients were Kolchak's soldiers. Most of the wounds were bullet wounds, a good many of them being "S. I. W." cases—self-inflicted wounds. Many of the wounds were in the left hand or left foot. In addition to the hospital, we maintained children's colonies and refugee barracks. Many of our refugees were people from Kazan.

Word came that we would have to evacuate Omsk at once, because it was thought the population of the city was going to turn social revolutionists, and from that go through the natural evolu-

"I Wonder How Van Camp gets beans like those"

Perhaps every woman says that when she first tries Van Camp's Pork and Beans.

No matter how you bake beans, or what ready-baked beans you know—the first dish of Van Camp's will surprise you.

Save the Summer hours

This is the time to know Van Camp's. It means hearty dinners always ready, hot or cold.

The dish is ever welcome. It is not, like old-style baked beans, served but once a week. You will save many a hot hour in the kitchen when you make baked beans inviting. Keep a dozen cans on hand.

We do this for you

We get beans grown on studied soils—selected by analysis. We cook them in water freed from minerals. Hard water makes skins tough.

We bake in modern steam ovens. Thus the beans are baked for hours at high heat without bursting or crisping. They come to you mellow and whole.

We bake in sealed containers, so all flavor stays intact.

We bake with a sauce which has never been matched for delicious tang and zest.

And we bring them to you in cans of three sizes, so you open what you want.

VAN CAMP'S Pork and Beans

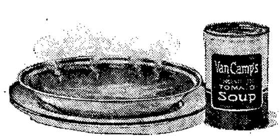
Three sizes, to serve 3, 5 or 10

Baked With the Van Camp Sauce—Also Without It

Other Van Camp Products Include

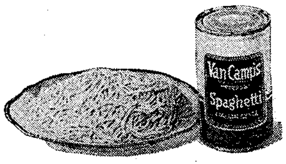
Soups Evaporated Milk Spaghetti Peanut Butter Chili Con Carne Catsup Chili Sauce, etc.

Prepared in the Van Camp Kitchens at Indianapolis



Van Camp's Tomato Soup

Based on a famous French recipe, but greatly perfected. There are 18 kinds. Try the tomato.



Van Camp's Spaghetti

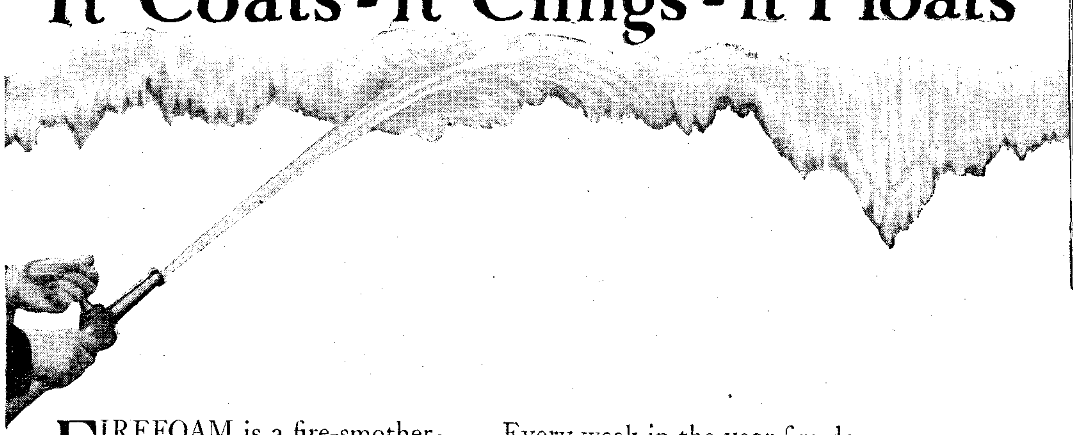
The prize Italian recipe, but made with ingredients such as Naples never uses.

Van Camp's
Sterilized
Milk

Van Camp's Evaporated Milk

From high-bred cows in five rich dairying districts.

It Coats - it Clings - it Floats



THE FIREFOAM BLANKET

It clings and coats and is instantly fatal to fire. It is harmless. There should be Firefoam hand extinguishers in every office and home

FIREFOAM is a fire-smothering, fire-extinguishing foam which covers all burning objects like a blanket.

It puts out fire quicker than other extinguishing agents, and *prevents re-ignition*. It is a quick process. The fire has no escape.

Firefoam coats and clings tenaciously to all surfaces, and floats on even the most inflammable liquids.

It is effective against every kind of fire—even blazing oil.

Unlike water, it does not damage.

It assists in *lowering insurance rates*.

Firefoam apparatus, approved by the National Board of Fire Underwriters, the Underwriters' Laboratories, the U. S. Steamboat Inspection Service and others, includes protective systems, both stationary and portable, for every fire hazard in the home and factory. Special protective and sprinkler systems are designed for large industrial plants, steamships and extra hazardous risks.

The following facts are hard to believe. They call for a new and surer method of fighting fires. Firefoam supplies this method.

Every week in the year fire destroys in the United States alone:

1600 Dwellings
3 Theatres
3 Public Buildings
12 Churches
10 Schools
2 Hospitals
150 Apartment Bldgs.
26 Hotels
2 College Buildings
3 Department Stores
2 Asylums
2 Jails

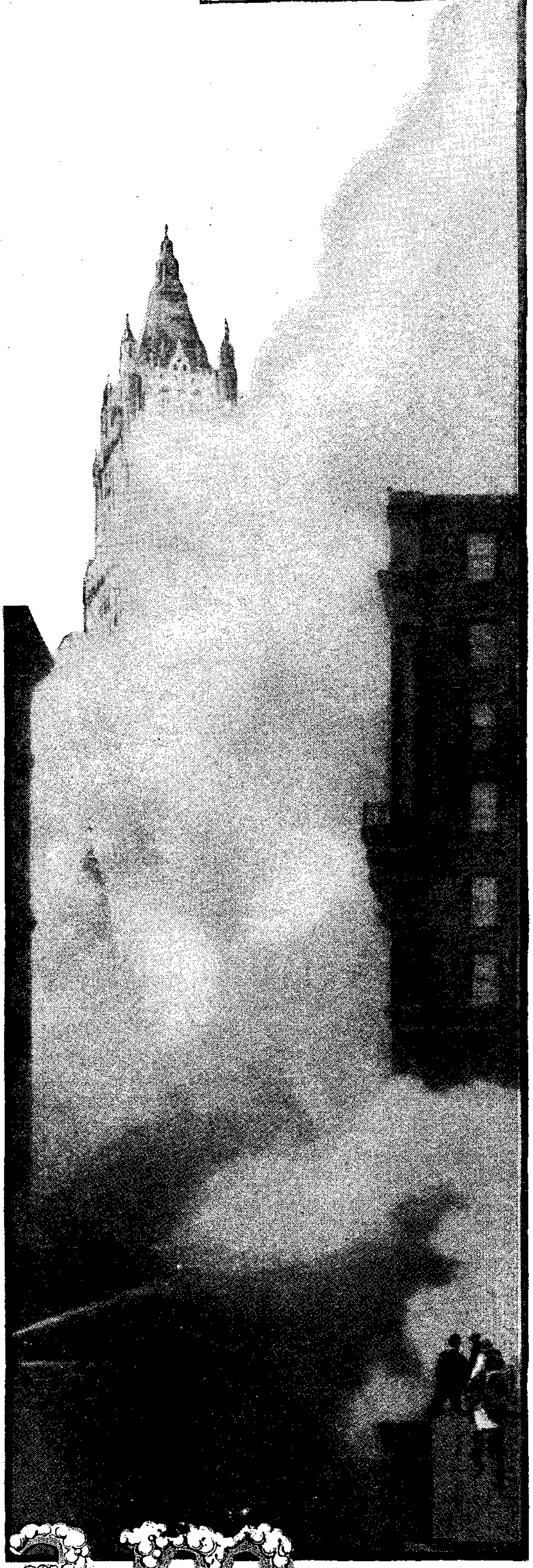
The total of this destruction averages almost $10,000,000 a week, but worst of all is the toll in human life. Each week 300 lives are sacrificed to the ravages of fire.

This vast waste of life and property is due to carelessness and improper fire prevention and protection. It can and must be checked.

Firefoam can check this criminal waste. It can solve all fire problems easily and for all time. Our booklet, "This Must Stop," deals with this problem. Send for it without delay.

DEALERS' OPPORTUNITY

If you successfully sell building materials, mill supplies, hardware, gasoline-driven equipment or modern appliances, you are missing a big opportunity if you do not add Foamite Firefoam to your line. Send for our dealer proposition. It will pay you to do so at once.



© 1920 Underwood & Underwood

FOAMITE FIREFOAM COMPANY, 200 Fifth Avenue, New York City

BOSTON, MASS., 929 Old South Bldg.
Foamite Firefoam Co.
CHICAGO, ILL., 764 Conway Bldg.
Firefoam Engineering Co.
CLEVELAND, OHIO, 6 St. Clair Ave., W. Firefoam Service & Supply Co.
DENVER, COLO., Tramway Bldg.
Rocky Mountain Firefoam Co.
KANSAS CITY, MO., 1012 Baltimore Ave. Foamite Firefoam Company

PITTSBURGH, PA., 105 Wood St.
Firefoam Sales Company
PHILADELPHIA, PA., 112-116 North Broad St. Atlantic Firefoam Co.
SAN FRANCISCO, CAL., Mills Bldg.
Pacific Foamite Firefoam Company
HAMILTON, CANADA
Canadian Foamite Firefoam, Ltd.
LONDON, E.C. 2, ENGLAND, 4 Broad St., Pl. Foamite Firefoam, Ltd.

Foamite
Firefoam
SMOTHERS FIRE

PERSONAL GLIMPSES
Continued

tion and become Bolsheviki and anarchists. United States Consul-General Harris advised us—that is, the women Red-Cross nurses—to go aboard the train, which we did on December 27. We were on board the train for a week, waiting an opportunity to leave. Finally, a twenty-four hour armistice was secured to let us get away. Three miles out of town we found the rails torn up and the roadbed destroyed, so we had to come back and make a new start. Fortunately, we had a splendid train of cars, being luxuriously equipped steel cars of the Chinese Eastern Railroad. This was fortunate for us, because we were under fire for seven days, the bullets rattling against the sides of the steel cars. We got as far as Verkhne Udinsk, where we planned to continue our operations, but we found the American Army and the Red-Cross workers were leaving, as the population had turned social revolutionists. We went to Chita, headquarters of General Seminoff.

We had some very interesting and exciting experiences at Chita. For example, we distributed clothing to the refugees. So dense was the crowd which gathered to secure relief that the Cossack soldiers charged through the mob to disperse it. Strangely enough, the Russians do not seem to resent this in the least. They are the most patient people I have ever seen. The trains are from three days to a week late. I have seen passengers come with their bedding and food and wait for a train seven days and make no complaint about it. When the trains come they pile into the box cars without any fussing about accommodations.

We had some very remarkable experiences there. For example, I remember a Russian general who was in the bread-line, who told me that for seventy days he had been living on black bread and cabbage soup, and none too much of that. A can of American fruit or a pair of socks will take you a thousand miles on the railroad. The Russian engineers are still receiving two hundred rubles a month. In the olden days this meant $100, American money. At the present value of the ruble it means a salary of less than $1 a month. They can not leave their trains, because if they do they are immediately drafted into the army, and so the railroad men must depend on charity to live. Their families eat—when they can get it—peasant fare, which is black bread and tea. The black bread is sour, heavy, and unpalatable, being made of rye, graham, and straw.

Our American Red-Cross people had some unique experiences in getting to the coast. With the other passengers they carried water to the engines and rustled wood to keep the train going. One of our men, Dr. Barnum, rode on the back of a box car for four days, the weather being 40 degrees below zero. Other Red-Cross workers, when the trains ceased to operate, came out on Russian sleighs, driving for several weeks to get to the coast.

The Czech troops are wonderful. Tho they have lived for months in box cars, they are always immaculate, wonderfully courteous, and splendid fighters.

Many parts of Siberia are very similar to Montana. It is a splendid wheat country and a great stock country, there being a large amount of wild hay.

I can not speak too highly of the Russian women. The little Russian nurses, most of whom are from sixteen to eighteen years old, ride in the box cars with wounded men, take care of typhus cases, and, with almost no medical supplies and limited food, they accomplish wonders. I never have seen more heroic, courageous, and devoted people than these young Russian nurses. Frequently they would go out and gather the wounded under fire.

American women were never insulted in any way. A young girl could travel alone for days in a box car with Russian or Czech officers and never receive a single look that she could object to.

Poor Russia wants to secure good government, and doesn't know how to go about it. The Russian people are good-hearted, simple-minded, illiterate, credulous, and anxious for a stable and settled government.

One time we were sent under a guard of forty Czech soldiers to go to a dance given by the American engineers. While the dance was in progress our guard was attacked by an overwhelming force of Bolsheviki and dispersed. The Bolsheviki, who were Russian workmen, came in and told us that they would send all of the women back to the hospital with a guard of six Bolsheviki, which they did.

At present Russia and Siberia are in chaos. What will be the eventual outcome no one can say.

NOW COMES THE FEMININE SPELL-BINDER, WITH NEW WILES FOR CAPTURING VOTES

THE old-time politician who kissed the babies, passed out cigars, and had a flow of pleasing palaver for every possible audience or occasion, is threatened with dangerous competition. Women have invaded his sacred preserves, and even the most rabid antisuffragist is willing to grant woman's intuition, indomitable courage, and relentless energy once she sets out on the trail of a project—or a vote. She has a well-known aptitude for "bottonholing" the male of the species. Considering her various assets, including the charm of womanhood, that through all the ages have enabled her to get what she wants when she wants it if only she plays her cards right, it is reasonable to presume that women in politics will go after votes with all the characteristic zeal of their sex, and have a whole lot to say about candidates, issues, and elections. Already the lady politician is very much on the job, and there are signs that the new politicians will depart from the stereotyped political methods of mere men. Time alone will tell how far she will go in overturning traditions and setting new precedents, says a writer in the Philadelphia *Public Ledger*, who presents this view of the situation up to date:

> So far pink teas, with plenty of dainty sandwiches and cooling ices; happy little parties, with a plethora of flowers, music, bonbons, and pastries; receptions that have been a riot of sunny smiles, svelte gowns, and smart speeches have been very much in evidence. If one may judge from the recent suffrage conclave in Chicago the tea party is to be very much in evidence during the Presidential campaign of 1920. It is not possible to forecast the metamorphosis that may come about by 1924 or later on, but it is possible to get a line on "the line of attack" for 1920.
>
> Women's campaign committees are springing up all over the country. The suffragists are bubbling over with excitement. They are jubilant over approaching victory, and, just as every one expected, they are putting all their "pep" into this the first national campaign in which they hope to figure nationally as voters. And the Chicago convention gave man—anxious to see how women would go about the game of politics—an opportunity to get a "close-up" of the suffragist out on the firing-line of practical politics.
>
> The Women's Department
> **Leonard Wood Campaign Committee**
>
> Requests the Honor
> of Your Presence
>
> **at Tea any Afternoon During**
> **the Suffrage Convention**
> From 4 to 6
>
> **Campaign Headquarters, Congress Hall**
>
> to Meet
> General and Mrs. Wood
>
> So read dainty cards distributed to all women attending the Chicago convention. The Wood cohorts were early on the job, and they seized upon the idea of pouring tea as a pretext for bringing together the embryo voters that they might have a chance to come and look over a Presidential possibility. In the old days the General would have to go touring the country to gad about with the farmers in order to get their confidence and the promise of their votes. Now, what a contrast! Under the auspices of the ladies the voters are invited in to the inveigling companionship of the teacups, and, behold! there is the candidate in all his glory, taking his two lumps of sugar and mayhap a dash of lemon. But translate the candidate from the city to the country and the chances are that instead of the pink-tea party the old-fashioned picnic and "the annual convention of the volunteer firemen of Squeedunk County" will, for a time at least, be the medium for bringing candidate and *vox populi* together. Or perhaps the ladies will stage tea-parties in the county court-houses. Who knows what the ingenious ladies of the rural district will contrive?
>
> Posters were plastered all over the hotel headquarters of the Wood cohorts. "This way to the Women's Headquarters, Leonard Wood Campaign Committee," one would read. Everywhere you went you met gracious ladies wearing badges marked "Wood for President" and sweetly asking you, "Are you going to run into our tea this afternoon?" Posters and badges—there they were. The ladies have deemed them valued instrumentalities and they are spilling red ink and interrogation-points just as their fathers did. There are immutable laws of nature that never can be changed, so it is likely the flaming political placard and the gaudy ribbons that division leaders and committeemen have been wearing will endure.

Over at the Lowden headquarters other attractions were discovered, as the correspondent thus reveals:

> A most attractive lady, Mrs. Fletcher Dobyns, guided the affairs of the distinguished Illinois Governor. Here they

PERSONAL GLIMPSES
Continued

held a tea-party every day like their sisters in the Wood headquarters. But there came a day when a very grand party was staged in the ballroom of the Auditorium Hotel "to meet Governor and Mrs. Lowden." From hidden corners came the seductive strains of tinkling music. Upon long tables luxuriously decorated were spring flowers, and the banquet boards fairly groaned with rich viands, ices, cool drinks—such as the law allows—tea, coffee, chocolate, bonbons, dainty sandwiches, and delectable pastries.

But anyway, aside from their proclivities for offering gastronomic attractions, the Lowden lady boomers gave evidence of the fact that they know good food alone will not attract. In an age of delicatessen shops, schools of cooking for bachelors, he-male chefs, a man may go out and provide his own "fixin's." Nor did these Lowden ladies take the fatuous ground that because they were women, beautiful and attractively gowned, men would just "take their word for it." They tried to show the men they were just as clever in political tricks as the men themselves. And they did it. One striking instance was the way they took over the back page of the convention program. The "antis" might have got it, or the Wood folk, or the Democrats. But these Lowden ladies quietly annexed that back page. First of all they put in a picture of Governor Lowden—a handsome-looking man, too. Taking a leaf right out of the book of instructions of the male political primer, they displayed the Governor in this fashion:

> "Governor Frank O. Lowden appeals to the woman voter:
>
> "Because he placed the government of Illinois on a modern efficient basis, reducing 125 boards, all operating at cross purposes with a maximum of expenditure, to nine departments, functioning under the direct supervision of the Governor with a minimum of expenditure. This plan has since been adopted by other States.
>
> "Because he established the budget system, which has reduced legislative appropriations to a practical basis and reduced the State tax-rate 17 per cent. in spite of the present high prices.
>
> "Because he promised and has carried out the most ambitious program of constructive reform ever undertaken by a State government.
>
> "Because he has stood behind us in our fight for suffrage, and largely through his influence Illinois was the first State to ratify the Federal suffrage amendment.
>
> "We need such a man for our next President.
>
> "Come and learn more about him at the
> "Lowden Headquarters,
> "1170 Congress Hotel."

To which was added:

> "Tea will be served every day except Sunday during the convention at the close of the afternoon sessions. All those attending the convention are cordially invited."

Nearly at the end of the convention, we read further, came a third women's Presidential candidate committee. They, too, went in for teas. Notices were sent around everywhere by the "press-agents" that the "Johnson-for-President women's campaign committee" would be pleased to receive at tea, etc. However, we are informed:

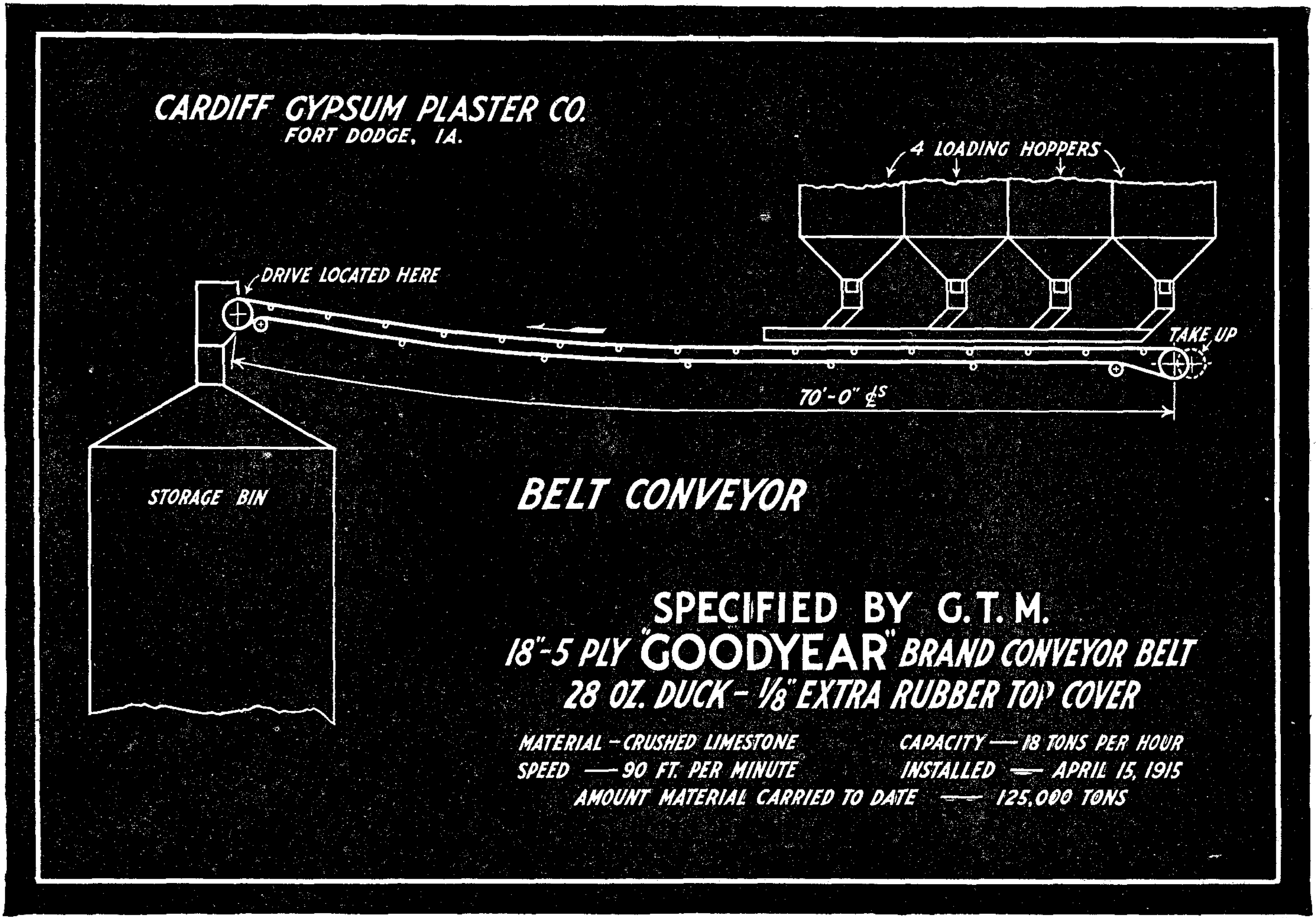
> The Wood and Lowden boomers had beaten them to it, and the Johnson ladies had to be content with a suite on the court of the Congress Hall, not on the Michigan Boulevard front like the others. And they were handicapped, too, by not being able to produce their candidate.
>
> No woman's division or committee for any Democratic candidate appeared or was heard from. This was explained on the ground that since the Republican convention was to be held in Chicago and at an earlier date than the Democratic convention, it but followed that the Republican women in Chicago were on the job earlier.
>
> "Just wait until the Democratic National Convention in San Francisco, June 28, and you will see where the Democratic women are," was the triumphant rejoinder.
>
> Surely the conventions will give a better line on women's methods in politics. For the future it will be interesting to watch the situation. Women will likely go in for political parades, brass bands, red lights, and all the trimmings. During the war they made a pleasing spectacle in every demonstration—Red Cross, Emergency Aid, Salvation Army, and what not. Parading will not be a new thing for them.
>
> Stump-speaking will come easy to them. Years of patient effort in behalf of "Votes for Women" have given them a wealth of experience in public speaking on political themes. They may pull door-bells just as the men have been doing; and, again, the ingenious ladies may find some new way of bringing out the vote.
>
> Election day they may drive about in their cars taking voters to the polls and then delivering them at their places of employment. They may even get men jobs in order to earn their favor. If they toil as hard at practical politics as they have at putting over the suffrage amendment they will labor indefatigably to get out the full registration in their divisions and wards. And once it is registered what suffragist will rest content until every last vote in her house and her neighborhood has been recorded for the "candidate"?
>
> Women will probably have a lot to say about the polling-places. How many women would have gone into a side-door saloon to vote if suffrage had come in during the palmy days of John Barleycorn? Very many women will object to going to pool-rooms and places of that type. If the men insist upon their old election-day haunts being retained the women may go to the other extreme and demand the polling-place be moved to Mrs. Mulliner's millinery shop, and in that way effect a compromise.
>
> The ladies may make impossible some of the corrupt practises that have characterized politics.
>
> Will a woman help "to count out" another candidate? We'll have to wait and see.
>
> Will the clerk of election be able to invalidate ballots by concealing under his finger-nail a piece of lead with which to mark additional crosses on good ballots, an old trick?
>
> Will women stand for votes being bought and sold like so much merchandise?
>
> Will they allow "fantoms" to vote?
>
> Will men in politics bestow upon women in politics that deferential grace and courtesy that men have always recognized as part of the essential relationship between men and women? Once upon a time, not so long ago, a man always took off his hat in an elevator and gave his seat to a lady in a car or train. Nowadays many men cling to their hats and their "cushy" seats while women dangle on the ends of car-straps. Will the men—
>
> Oh, what's the use anyhow of supposin'? There is only one way to find out how women will disport themselves in practical politics, and that is to play the game of watchful waiting. If not in 1920 then by 1924 we may be able to find out whether women will cling to the methods of their husbands or institute brand-new methods. Who is bold enough to say that women will corrupt elections by means of the powder-puff, the rouge-stick, and the eye-pencil—that she will "vamp" her way into power? She has not "vamped" her way up to the suffrage amendment. Better say that when women have acquired the ballot, and are helping make the laws, they will legislate the "vamp" out of existence.
>
> Watch the women!

"HELLO GIRLS," PIGEONS, AND "THE MOVIES" AS HEROES OF THE GREAT WAR

ONE of the girls who belonged to the A. E. F. Telephone and Telegraph Company, as the military telegraphs and telephones were known, informed a landing officer when she debarked in a home port that she was a second lieutenant. The landing officer was puzzled, for he had never heard of a telephone girl being promoted to commissioned rank.

"Why do you call yourself a second lieutenant?" he inquired. "No commissions have been given to telephone girls."

"I don't see what that has got to do with it," she retorted, tossing a saucy head. "I get more pay than a second lieutenant, and I've been of more use to the Army than any second lieutenant I know." She may not have known many second lieutenants, but nevertheless, according to one authority at least, there was a modicum of truth in her statement. Two hundred girls clad in neat blue serge uniforms helped very materially in driving the Hun back across the Rhine, tho they did not have the fun of shooting him or giving him a poke in the ribs with a recently sharpened bayonet. The "hello girls" did their bit by taking the places of male operators behind the lines. They had a little excitement occasionally for their pains. Those who were in Toul, for instance, were thrilled by German bombing raids, and one girl was cited in army orders for remaining at her post and continuing to operate her switchboard, "whence all but she had fled." On the efficiency of the Signal Service an army's fate often depended. This corps had a little bit of everything to do, and the signaler's life is not as comfortable as it is depicted in an army poster, where you see him standing on a parapet waving a little colored flag in the face of the enemy while the shells are bursting all around him. In actual practise the signaler works mostly in mud, repairing lines while bullets and shrapnel try to search him out. He sends out S. O. S. calls, receives orders for barrages to be laid down on certain points,


CARDIFF GYPSUM PLASTER CO.
FORT DODGE, IA.
4 LOADING HOPPERS
DRIVE LOCATED HERE
TAKE UP
70'-0" ¢S
STORAGE BIN
BELT CONVEYOR
SPECIFIED BY G.T.M.
18"-5 PLY "GOODYEAR" BRAND CONVEYOR BELT
28 OZ. DUCK - 1/8" EXTRA RUBBER TOP COVER
MATERIAL - CRUSHED LIMESTONE
CAPACITY — 18 TONS PER HOUR
SPEED — 90 FT. PER MINUTE
INSTALLED — APRIL 15, 1915
AMOUNT MATERIAL CARRIED TO DATE — 125,000 TONS

Copyright 1920, by The Goodyear Tire & Rubber Co.

125,000 Tons of Stone—and the G. T. M.

The requirements called for a belt with character. The G. T. M.—Goodyear Technical Man—could see that, from the very beginning of his study of the original conveyor installation for the Cardiff Gypsum Plaster Company, at Fort Dodge, Ia.

The conditions of service would be unusually severe—handling gritty, abrasive limestone, fed to the conveyor in sharp lumps averaging two inches in size. No previous experience in this mill furnished a working basis for suggestions. This was as much a test of the Goodyear Plant Analysis Plan as it would be of the belt.

You may be sure that every item affecting the efficient operation of that conveyor went into the G. T. M.'s calculations. The officials gave him full access to plant records. He figured the belt speed per minute—90; the diameter of head and tail pulleys—20 inches; their nature—bare; atmospheric conditions—damp; method of loading—from four automatic chutes; condition of bed—level; all equipment in first-class shape and well attended; weight of load—110 lbs. to the cubic foot; tonnage to be carried—18 tons per hour—day in, day out—10 months a year.

The belt he recommended is the 145-foot Goodyear Conveyor that is in operation today with five years of trouble-free service to its credit, and a record of more than 125,000 tons conveyed. It has gone on working amid the prevailing damp with all the unconcern of its moisture-proof construction. Judging by its condition today, Supt. C. C. Collins estimates that this 18-inch, 5-ply, ⅛-inch cover Goodyear Conveyor will stand up just as consistently to six years more of service.

Goodyear Belt performance like this is not measurable in first cost. The Cardiff Company's officials noticed when the G. T. M. figured on their problem that the belt he prescribed cost a little more than other conveyors. But their investment of that little additional secured them a balanced belt, specified exactly to their conveying—an earner and a saver every hour of its life.

The G. T. M. and Goodyear Belts, the idea that squares with your needs and the belt that we build to protect our good name, are available for your conveying and transmission. For further information about the G. T. M.'s services, write to The Goodyear Tire & Rubber Company, Akron, Ohio.

BELTING · PACKING HOSE · VALVES

GOODYEAR

PERSONAL GLIMPSES
Continued

listens to the talk of his neighbor, the Hun, across the way, runs as a messenger, and, when occasion demands, picks up a dead man's rifle and crosses No Man's Land with the crowd. It is an attractive service, that of the Signal Corps, as E. Alexander Powell says in "The Army Behind the Army" (Scribner's); and it demands a high degree of alertness and efficiency, of courage and skill. The system has many branches and subdivisions. Telegraphs, telephones, radios, panels (cloth laid down for observation by aviators), lamps, flags, pigeons, runners, and dogs are used to convey messages. When one fails another is brought into play. When all fail, something happens, and a battalion, perhaps, goes to its death wondering why the reserves never come up. Often, as a last resort, pigeons were used to send back messages and a summons for help. We read:

> Long before the Great War it was discovered that pigeons would "home" to movable lofts as unerringly as to stationary ones, this being of great importance from the military point of view because it made it possible to move the cotes up to within a few miles of the firing-line. It also made it comparatively easy to supply the advanced posts with fresh pigeons. It was found that a week or ten days was usually sufficient to acquaint the birds with the new location of the loft and with the surrounding country, moves of twenty-five miles without the loss of any birds being not at all uncommon. Each of these mobile lofts was stocked with seventy-five young birds, six to eight weeks old, of the best pedigreed stock obtainable. Clasped about the leg of each bird was a seamless aluminum band bearing a serial number, the year of birth, and the letters, "U. S. A." These bands are put on soon after birth and can not be removed except by destroying them. As the birds had never been outside a loft, it was a comparatively easy matter to settle them in their new homes. Their early training was devoted to the development of their flying strength and stamina and to the habit of quick "trapping," by which is meant the entrance of the bird into the loft immediately upon reaching it, a pigeon that alights on the ground or roosts on the roof of the loft being considered most imperfectly trained. They soon learn to trap without hesitation, a flock of seventy-five birds entering a loft in from ten to twenty seconds after pitching on the roof. To overcome the habit of loafing, birds are fed in the loft after alighting with their favorite grain. After a month or two of this preliminary training the birds are "tossed," to use the phraseology of the fancier, at increasing distances from the loft, so that by the time they are five or six months old they are flying from fifty to seventy-five miles with speed and certainty. They are then ready for service in the trenches.
>
> The pigeons were not always fortunate enough, however, to pass through the battle area unscathed, many birds having succeeded in reaching their lofts with their messages only to succumb to their wounds. During the offensive in the Argonne an American pigeon reached its loft with the leg to which the message was attached severed and dangling by the ligaments, the missile that severed the leg having also passed through the breast-bone. In spite of these injuries and the great loss of blood the heroic bird flew twenty-five miles with a message of vital importance. I am glad to say that the pigeon recovered and was recommended in due form for the D. S. C. An English bird was struck by a piece of shrapnel while homeward bound with a message. Both of its legs were broken and the aluminum message-holder was embedded in the flesh by the force of the bullet. But its spirit never faltered. It struggled on and on, blood dripping from it in an ever-increasing stream, to fall dead at the feet of the loft attendants. Another bird was released from a seaplane which had fallen and was being shelled by a German destroyer. It rose quickly and circled once to get its bearings. Shots resounded from the deck of the destroyer, the bird stopt short in its flight, and a flurry of falling feathers told their tale, but, after a short fall, it recovered and valiantly struggled on. Within thirty minutes after its release three British destroyers, white waves curling from their prows and clouds of smoke belching from their funnels, came racing toward the scene, whereupon the German turned and fled and the aviators were saved. With wings and body terribly lacerated the plucky bird had flown thirteen miles to a naval air-station and given the alarm. Here is another incident in which a feathered messenger played a hero's rôle. A detachment of French infantry was ordered to hold a certain strategic position at all costs, thereby affording their main body time to retire to another position. The Germans, realizing that the stubborn little band of Frenchmen was balking them of their prey, launched attack after attack, until, borne down by sheer weight of numbers, the defenders were literally engulfed by the wave of men in gray. Just as all that remained of the detachment were making their last stand, a blood-stained pigeon fell exhausted in a French loft behind the lines. The message which it bore read:
>
> "The Boche are upon us. We are lost, but we have done good work. Have the artillery open on our position."

Of vital importance to all the armies was the camera. Upon the entry of the United States into the war the War Department established a photographic section, which was divided into two branches, land and air, the latter being, perhaps, from a military standpoint, the more important of the two, airplanes being used primarily for reconnaissance work. They were literally the eyes of the army. For the movie-camera men a real service was found, in camp as well as in the field; and the writer tells us:

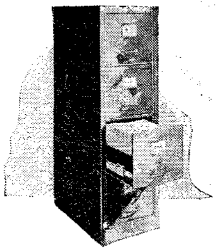
> Motion-pictures were used in the training of troops far more generally than the public realized. A series of pictures taken at the Military Academy at West Point and exhibited at every camp and cantonment in the United States did more in a few hours to acquaint the troops with military etiquette and the evolutions of the squad, the platoon, and the company than any number of drills and lectures could have done. "Animated drawings," as they are called—like those of Mutt and Jeff and the Katzenjammer Kids—were made under the direction of the Signal Corps for the purpose of familiarizing the men with the mechanism of the service rifle, the automatic pistol, and the various types of machine-guns. By running these pictures slowly every stage of the operation of loading and firing was made clear, from the insertion of the cartridge into the clip or belt to the bullet leaving the muzzle.

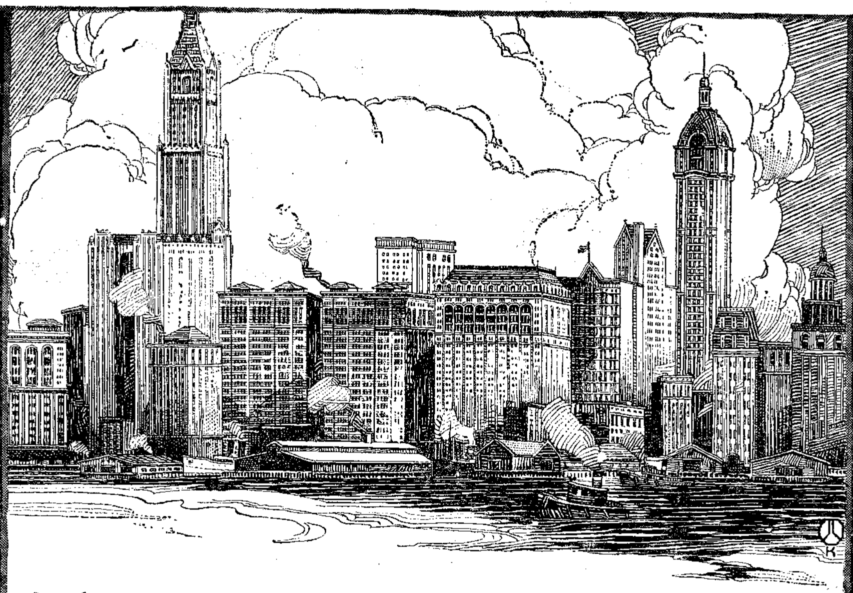
But the greatest value of the motion-picture was, perhaps, in keeping up the morale of the American people by combating the insidious and undoubtedly clever propaganda of the Germans. For instance:

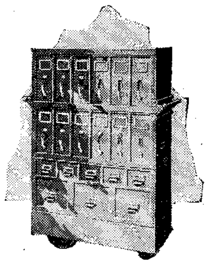
> Enemy agents spread reports that the drafted troops were being ill-treated in the camps, that they lived in wretched quarters, were poorly fed, and suffered from lack of proper clothing. To answer these charges a score of movie-men were despatched to the various camps, the pictures which they took and which were exhibited throughout the country showing the clean and comfortable barracks, the men seated at their bountiful and appetizing meals in the mess-halls, the football and baseball games, the camp theaters, and the other features of cantonment life, thus providing a convincing refutation of the German insinuations. Parents who had heard the widely circulated tales of the unsanitary and immoral conditions to which their boys were exposed in France could go to their local motion-picture houses and see for themselves the clean dormitories, the Y. M. C. A. and Knights of Columbus huts, the social gatherings, the splendidly equipped hospitals, incidents of life in the back areas and in the trenches, and not infrequently the faces of their loved ones themselves, sun-bronzed and happy, wearing "the smile that won't come off." If the photographic section of the army had accomplished nothing else, its existence would have been justified a thousand times over by the service which it performed in fighting the propaganda of the Hun and in bringing cheer and comfort to the parents, wives, and sweethearts whom the boys had left behind them.

As a result of the researches and experiments carried on during the war, the Signal Corps produced devices and discoveries which have entirely transformed telephony. One device permits of a conversation being carried on between a person in an airplane and another on the ground as easily as tho they were seated opposite each other at table. A discovery was that trees can be used in the receipt and transmission of electrical messages, both telegraph and telephone, both by wire and wireless. This discovery has been put to such use that, as we read—

> Not only have telephone conversations, in which the voice is transmitted just as clearly as by the ordinary metallic circuit telephone, been carried on from tree to tree, up to a distance of three miles, in the outskirts of Washington, but while the war was still in progress the signal officers, using treetops as antennæ, read messages from ships at sea, from aviators in the sky, and from the great radio stations in South America and Europe. As a result of this discovery, the lofty and costly towers which are now used for the sending and receipt of radio messages will no longer be a necessity All that will be necessary is to drive a spike in a tree, attach a wire to the spike, and run the wire to a radio apparatus, whereupon messages can be received and sent, the distance covered depending upon the power of the instrument. The tree telegraph has been dubbed by General Squier







The heart of big business is Art Metal

Almost without exception, business institutions of character, supreme in their own industry, use desks, filing cabinets, letter files, etc., manufactured by the Art Metal Construction Company, Jamestown, New York.

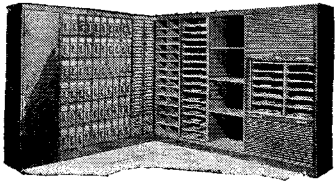
This preference is significant. It demonstrates conclusively that the big business enterprises of today consider it an indispensable asset to have that matchless service and harmony in office equipment, which Art Metal alone can give.

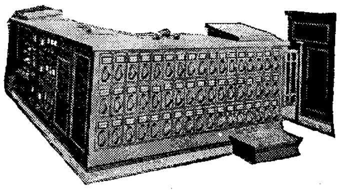
For Art Metal equipment is steel—hence, enduring. The good looks of Art Metal is undisputed for it duplicates any wood finish. Since the company is the largest of its kind, it can offer a choice of equipment so varied as to size and arrangement as to fill any office system need.

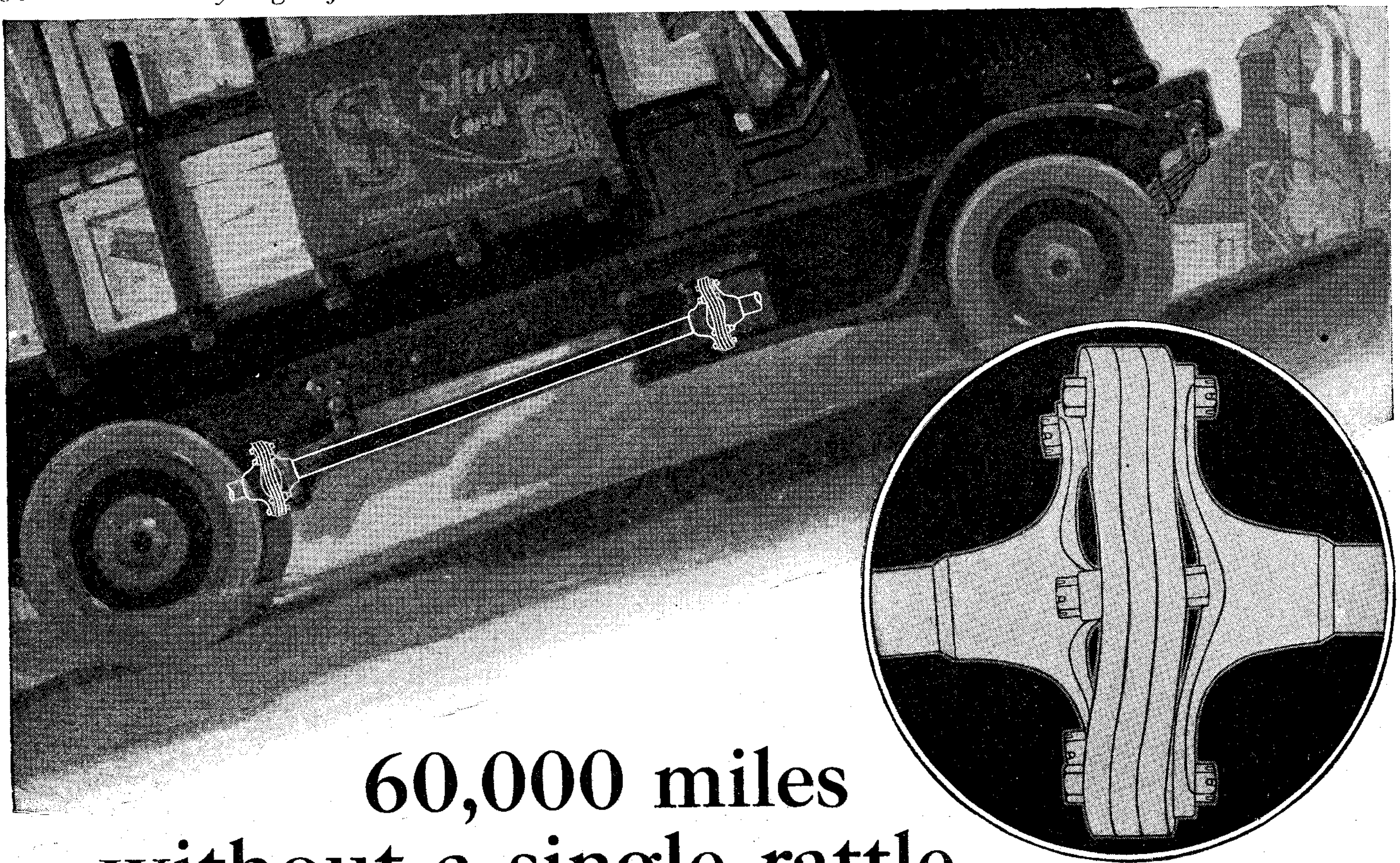
Art Metal
JAMESTOWN, N. Y.

The name of one company-not of an industry

Art Metal
Jamestown, New York
U·S·A







60,000 miles without a single rattle

The new universal joint that stands the hardest strain on heavy duty trucks

CAN a universal joint run 60,000 miles without lubrication or adjustment? After a thousand miles, *metal* universal joints fairly cry out for grease and attention.

Lubrication of metal joints is ineffective because the rapidly spinning motion of the drive shaft whirls the grease *away from* the joint instead of *into* the wearing parts.

Metal joints quickly wear loose. They transmit road shocks and engine shocks which severely rack the bearings, differential and transmission.

How the flexible fabric joint cushions the shocks

To meet these conditions the Thermoid-Hardy Universal Joint has been perfected. It is constructed of flexible fabric discs which act as cushions in the drive-shaft. Thus it transmits a smooth, even flow of power to the rear axle.

Having no metal-to-metal wearing surfaces, the Thermoid-Hardy Joint needs no lubrication. It cannot wear loose.

On many passenger cars and heavy duty trucks it has run 60,000 miles without replacement or adjustment of any kind. Over fifty manufacturers have adopted the Thermoid-Hardy Universal Joint as standard equipment.

Enormous strength of the flexible fabric joint

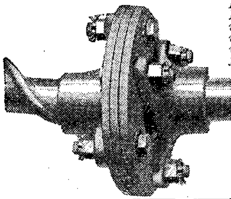
The patented fanwise construction of the flexible fabric discs gives the Thermoid-Hardy Universal Joint its extraordinary strength. This unique construction, shown below, is the only way in which uniform strength and elasticity can be obtained.

See that your new car is equipped with the new flexible fabric joint

When you ride in one of the cars equipped with Thermoid-Hardy Universal Joints—notice the absence of backlash, jerks and rattles that are so common with worn metal joints. Observe how smoothly the car starts—how much more quietly it runs—even over rough roads.

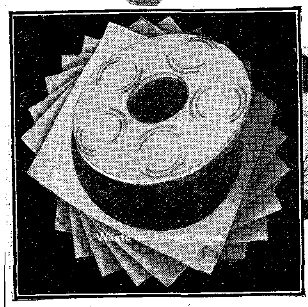
Send for our new book, "Universal Joints—Their Use and Misuse." It will give you in detail the construction of the Thermoid-Hardy Joint, records of performance, opinions of leading engineers and manufacturers who have adopted it.

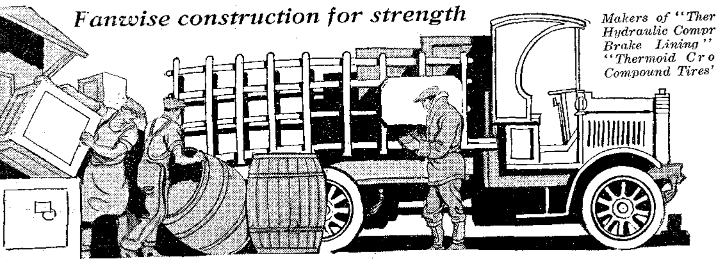
Thermoid Rubber Company
Sole American Manufacturers
Factory and Offices: Trenton, New Jersey
New York Chicago San Francisco Detroit
Cleveland Atlanta Philadelphia Pittsburgh
Boston London Paris Turin



In a laboratory test made recently at Purdue University, the drive-shaft itself was twisted at a total stress of 21,700 inch pounds without injury to the universal joint. This strength is due to the fanwise construction of the fabric illustrated below.

THERMOID-HARDY
UNIVERSAL JOINT
Fanwise construction for strength





Makers of "Thermoid Hydraulic Compressed Brake Lining" and "Thermoid Crolide Compound Tires"

LIST OF USERS

American-British Mfg. Co.
Anderson Motor Co.
The Autocar Co.
Available Truck Co.
Barley Motor Car Co. (Roamer)
Briscoe Motor Corp.
Capitol Motors Corp.
Jas. Cunningham Son & Co.
Crow-Elkhart Motor Co.
Dart Truck & Tractor Corp.
Diamond T Motor Car Co.
Doane Motor Truck Co.
Fageol Motor Car Co.
H. H. Franklin Mfg. Co.
Garford Motor Truck Co.
Gramm-Bernstein Motor Truck Co.
Hebb Motors Co.
Hendrickson Motor Truck Co.
Holt Mfg. Co.
Indiana Motor Car Co.
International Harvester Co. of A., Inc.
International Motor Co.
Kentucky Wagon Mfg. Co., Inc.
King Motor Car Co.
King Zeitler Co.
Larrabee-Deyo Motor Truck Co., Inc.
Lexington Motor Co.
Locomobile Co. of America
Maxwell Motor Corp.
Menominee Motor Truck Co.
Mercer Motors Co.
Moreland Motor Truck Co.
McFarlan Motor Co.
Nelson & LeMoon
E. A. Nelson Motor Car Co.
Nelson Motor Truck Co.
D. A. Newcomer Co.
O'Connell Motor Truck Co.
Oliver Tractor Co.
Oneida Motor Truck Co.
Packard Motor Car Co.
Parker Motor Truck Co.
Phelps Motor Co.
Reliance Motor Car Co.
Reo Motor Car Co.
Reynolds Motor Truck Co.
Root & VanDervoort Engin'g Co.
Sanford Motor Truck Co.
Service Motor Truck Co.
Stoughton Wagon Co.
Studebaker Corp.
Templar Motors Corp.
Tioga Steel & Iron Co.
Tow Motor Co.
Traffic Motor Truck Corp.
Transport Truck Co.
Twin City Four Wheel Drive Co., Inc.
Walter Motor Truck Co.
Ward-LaFrance Truck Co., Inc.
Watson Products Corp.
Wichita Motors Co.
H. E. Wilcox Motor Co.
J. C. Wilson Co.
Willys-Overland, Inc.

PERSONAL GLIMPSES
Continued

a "floragraph" and the tree-telephone a "floraphone," while the messages transmitted over this arboreal system are to be known as "floragrams." The this discovery will in all likelihood result in an amazing expansion of the world's system of communication, and tho it will give radio towers, thousands of them, in fact, to every village and to every farm, it does not necessarily mean that every man who possesses a vine and fig-tree will be able to sit on his front porch and gossip with his neighbors.

It was the engineers, another branch of the "army behind the army," who had to solve the difficult problems of transportation and supply. Their motto is "*Essayons*"—"let us try"—and they never failed in constructing roads, building docks, printing maps, digging dugouts, operating search-lights, quarrying stone, locating the enemy posts and guns by sound, and doing those hundred and one things which require skill and training. For instance:

The responsibility for supplying with water the troops in the field fell upon the army water-supply service, which, as might be expected, was a branch of the Corps of Engineers. The water-supply service was really a wholesaler of water, delivery being made at "water-points," from which water was drawn directly by men and animals, the largest customers being, however, the ubiquitous two-wheel water-carts of the infantry and artillery. To supply these "water-points," every available source was utilized, springs developed, deep wells bored, village wells and cisterns cleaned out, streams purified and pumping-stations established, the aim being to provide water within a mile and a half of every consumer at the front. Ordinarily two gallons of water per man per day were furnished at the front, this quantity being sufficient for drinking, cooking, and lavatory purposes, but during the enormous troop concentrations incident to the St. Mihiel and Argonne offensives this quantity had to be materially reduced, during those periods of stress and action the men having scant opportunity for either cooking or bathing. It was impossible, however, to reduce the quantity for the animals, for each of which eight to ten gallons had to be provided daily.

Even under battle conditions the purity of the water was the first consideration, for impure water can work far more havoc with an army than enemy shell. In order to provide against this contingency, mobile laboratories for water-testing purposes moved in the van of the armies, and during the drives the water-supply troops were provided with poison-testing kits, for, warned by the experiences of the British in German Southwest Africa, where wells were systematically poisoned by the enemy, we took no chances. Sources of supply were, wherever possible, protected, it being considered almost as serious an offense for a soldier to contaminate a water-supply as for him to sleep on post. Where water was found to be polluted, the troops, no matter how thirsty, were under no circumstances permitted to use it until it had been filtered and sterilized. It is a curious fact that the chlorin used in gas-shells to kill Germans was used by the water-supply service in minute quantities to kill an equally dangerous and far more insidious enemy—the microbic disease-carriers in the water. Special motor-trucks, equipped with pumping, filtering, sterilizing, and testing apparatus, time after time demonstrated that they were able to get into action and deliver pure water from a polluted supply within thirty minutes after their arrival.

Military camouflage is a development, if not an invention, of the Great War, and few activities of the engineers were more important than this. In the words of a general, camouflage was "as practical as machine-guns and as necessary as ammunition." As an example of the cleverness of the Germans in the art of concealment, the author relates:

During the operations on the Flanders front a British aviator brought in some photographs of a certain area behind the German lines. The intelligence officer whose duty it was to scrutinize them detected a suspicious something which he was convinced was a cleverly camouflaged German battery, but tho it was in the midst of open country there was no suggestion of a path leading to it. After studying the photographs for several hours he suddenly exclaimed:

"I have it! They get up to the guns on the covers of biscuit-boxes."

"What do you mean?" his chief asked curiously.

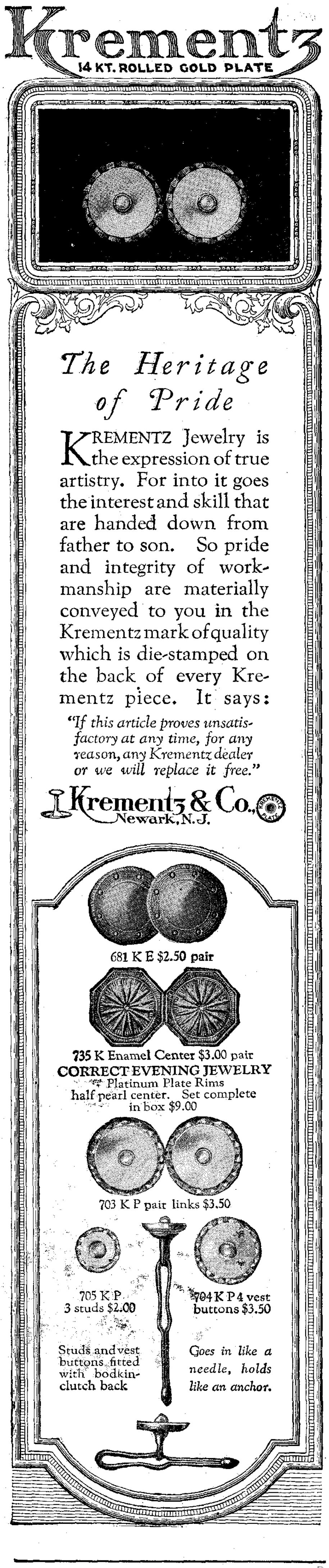
"It's as plain as the nose on your face," explained the youngster. "The *Boche* knows jolly well that if he walked across that open ground his tracks would show up in our air photos. So when he wants to get up to his battery he gets a couple of wooden biscuit-box covers and ties strings to them. He stands on one cover and throws the other ahead of him, then stands on that and drags up the first cover by means of the string and repeats the operation. Deuced clever of the beggars, I call it."

And, as subsequent events proved, the intelligence officer was right in his deduction. That was precisely what the Germans had done.

When a sniper became particularly annoying and defied all attempts to locate him, the camouflage officer attached to the division would be summoned. Under his direction a *papier-mâché* effigy of a soldier's head, steel helmet and all, made so as to move up and down in wooden guides, would be set up in that part of the trench which the sniper had been annoying. At intervals the head would be slowly raised and lowered, so that from the outside of the trench it looked precisely like a soldier peering cautiously over the parapet. Sooner or later the hidden marksman would send a bullet through the careless Yankee's brain. The neat hole drilled through the *papier-mâché* showed the exact direction from which the bullet came, and by inserting in the hole a tiny telescope, no larger than a pencil, and looking through it by means of a periscope, the loophole from which the sniper was firing could be located. In one case a sniper was found to be firing through a hole bored in the heel of an old boot, apparently thrown carelessly on to the glacis.

A Vast Difference.—"What? Two thousand marks for the frame? That is dearer than the picture."

"Yes, but the frame was made by a trade-union workman and the picture was painted by a mere artist."—*Jugend* (*Munich*).



Krementz
14 KT. ROLLED GOLD PLATE

The Heritage of Pride

KREMENTZ Jewelry is the expression of true artistry. For into it goes the interest and skill that are handed down from father to son. So pride and integrity of workmanship are materially conveyed to you in the Krementz mark of quality which is die-stamped on the back of every Krementz piece. It says:

"If this article proves unsatisfactory at any time, for any reason, any Krementz dealer or we will replace it free."

Krementz & Co.
Newark, N.J.

681 K E $2.50 pair

735 K Enamel Center $3.00 pair
CORRECT EVENING JEWELRY
Platinum Plate Rims
half pearl center. Set complete in box $9.00

703 K P pair links $3.50

705 K P 3 studs $2.00

704 K P 4 vest buttons $3.50

Studs and vest buttons fitted with bodkin-clutch back

Goes in like a needle, holds like an anchor.

With the Victrola and Vict
you hear the greates
just as they wish to b

Your interpretation of a piece of music may be in artistic achievement, but not if superimposed on the int master. It then would be neither one thing nor the other.

The Victrola is equipped with doors so that the volu be regulated to suit varying conditions. They are not inten in imposing amateur "interpretations" upon those of the artists, for that would be to lose the very thing you seek—t interpretations of music.

A Victor Record of Caruso *is* Caruso himself—provi some less qualified person shall not tamper with what th has done.

Victrolas $25 to $1500. Victor dealers everywhere. New on sale at all dealers on the 1st of each month.

"HIS MASTER'S VOICE"
REG. U.S. PAT. OFF.

VICTR
REG. U.S. PAT. OFF.

is a trademarked word which identifies
manufactured by the

Victor Talking Machin
Camden, New Jerse

This trademark and the trademarked word "Victrola" identify all our products. Look under the lid! Look on the label!

VICTOR TALKING MACHINE CO.
Camden, N. J.

r Records
artists
heard

f a highly
ation of a

tone may
o be used
l's greatest
est known

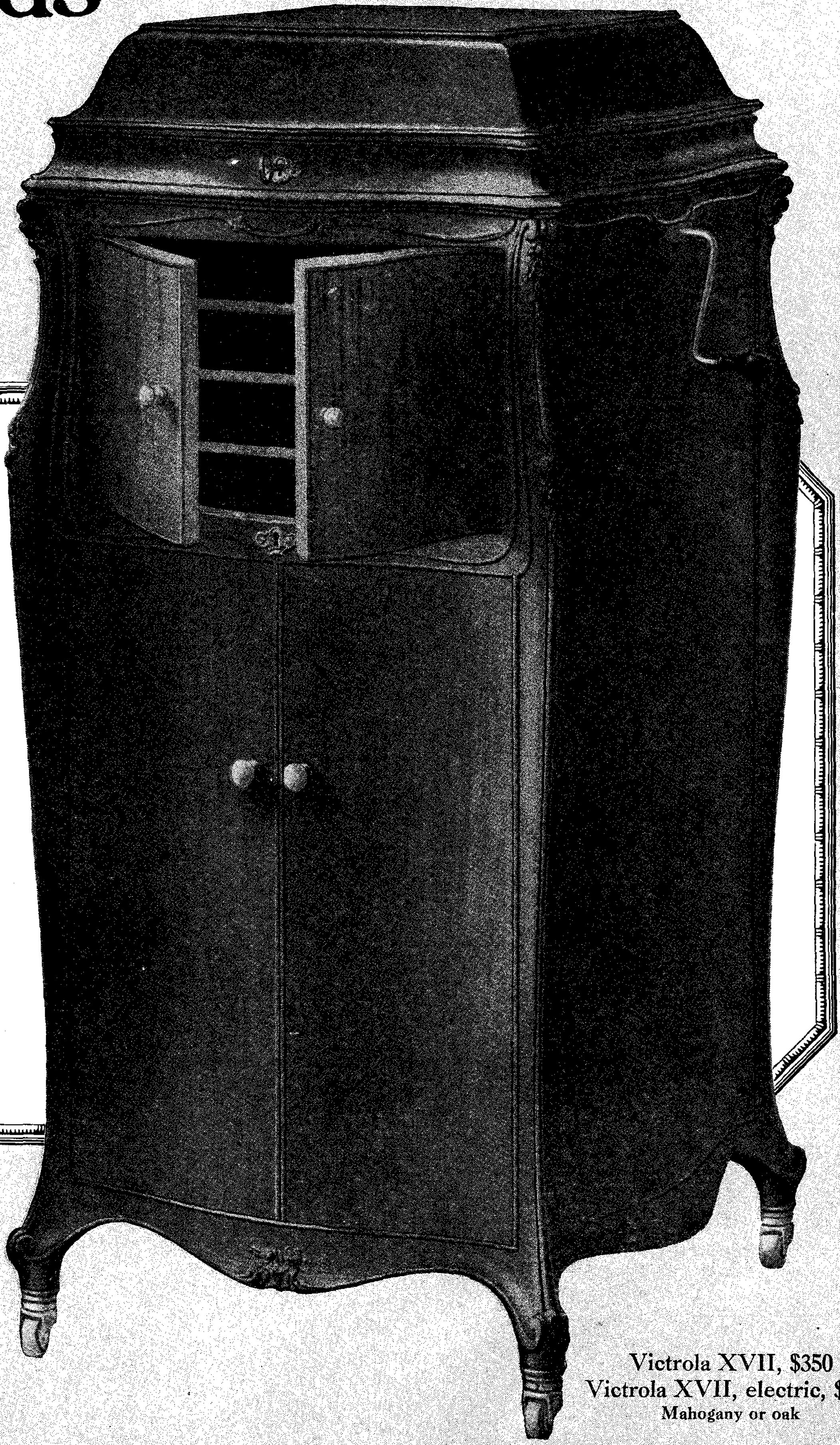
lways that
ist himself

or Records

LA

ts

ompany



Victrola XVII, $350
Victrola XVII, electric, $415
Mahogany or oak

BUSINESS · EFFICIENCY

JOHN BARLEYCORN'S PASSING AS AN AID TO ECONOMIC EFFICIENCY

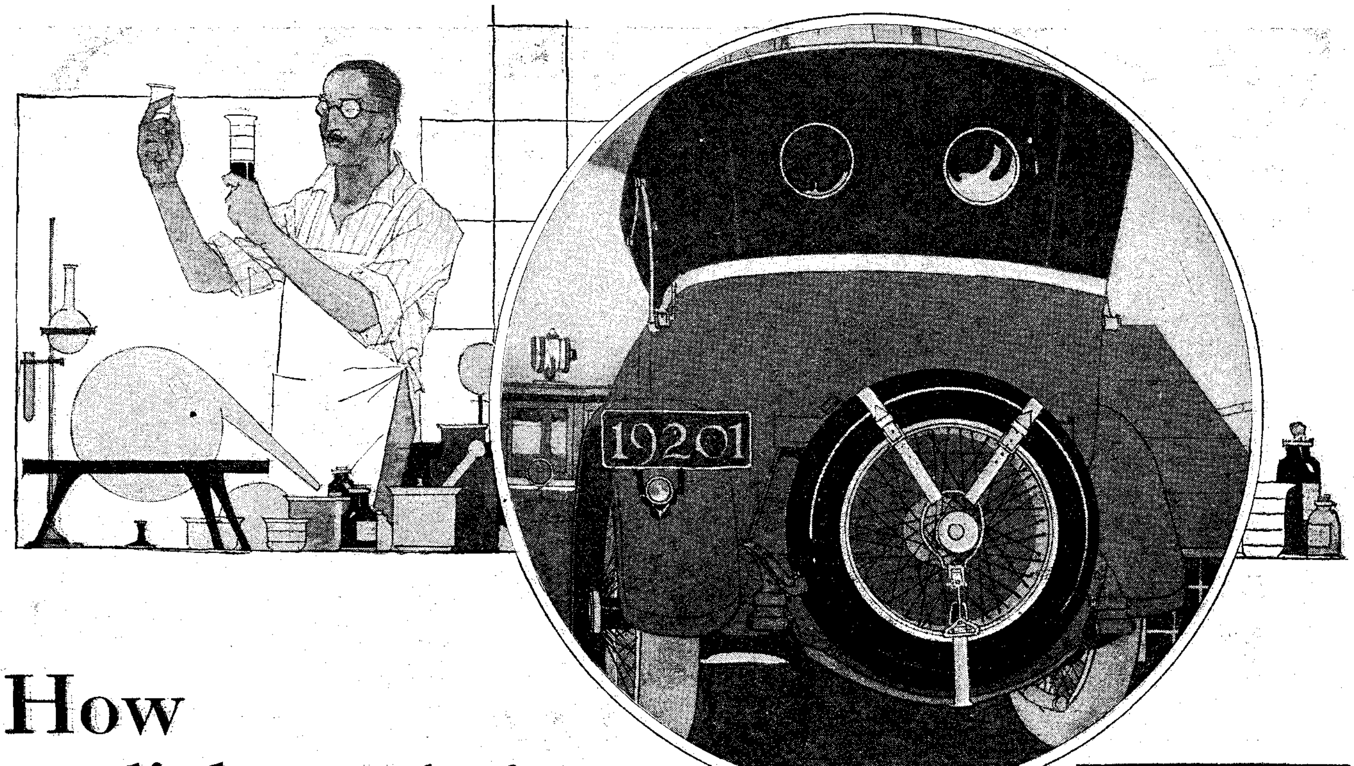
THE honest workingman can't get along without his booze, solemnly declared many gloomy individuals who went around last year freely predicting dire industrial calamity as a result of prohibition. Now, after the country has lived through a period of drought of nearly twelve months' duration, the hue and cry regarding the workingman has died down, and information from many quarters seems to indicate that not only is the workingman getting along without his booze, but he is getting along much better than he did when he had free access to it. The economic problem of the common man gets very little space in "efficiency" discussions, which often seem to treat him as a mere cog in the industrial machine. But every worker has his own problem of business efficiency, which in the aggregate outweighs all the factory problems, and it appears to be the consensus of opinion among employers and other observers that, not only has prohibition had the effect to increase production as a whole by rehabilitating a lot of human derelicts and rendering them useful as industrial producers, but it has operated to raise the efficiency and average productive power of workingmen as a class. We learn that there seems to be a unanimity of opinion on this point even among those who acknowledge an interest in alcoholic beverage themselves. An illustration that appears to substantiate this opinion is furnished by the experience of the Salvation Army of New York City. In the good old days before there was any Eighteenth Amendment, this organization in its annual Thanksgiving round-up of human wreckage used to pick up from 1,000 to 1,200 derelicts, nearly all drunk. Last year, we are told, the round-up, known as "Boozers' Day," yielded only 700 men, of whom but five were drunk. Not only were the others sober, but most of them presented a better appearance than such aggregations had done in former years. Their clothing was better, and, according to a Salvation Army representative, nearly all of them had money in their pockets and all but six of them had jobs. Tho the great drought had then been on but a few months, the Salvation Army officials attribute the small number of drunks among these men, and the better condition, generally, of all of them, to the effect of prohibition. These officials further state that since John Barleycorn was laid low there has been an appreciable improvement everywhere in living conditions in the tenement districts. The people have "spruced up," as one man put it, their homes are better kept, their food is better cooked, and they dress better. With the passing of the saloon, homes and home life have assumed a new importance, to the men who made the saloon their club, and with sobriety apparently has come a stimulation of ambition and self-respect.

An investigation was recently made by the commercial research division of the advertising department of the Curtis Publishing Company of Philadelphia with a view to discovering the economic result of the Eighteenth Amendment. The report on this investigation was made the basis for an article in the Philadelphia *Public Ledger*, setting out the economic benefits that have accrued from prohibition. The greatest of these, in the opinion of the writer, has been the saving of human material. As evidence that such a saving really has been effected, he calls attention to data furnished by other agencies, in addition to the findings of the Salvation Army. Thus we read:

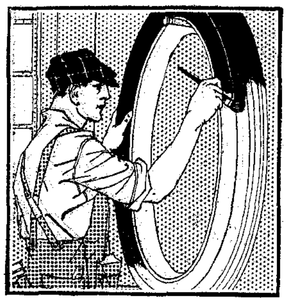
> Evidence of the saving of human industrial power is revealed by police-court records. Since prohibition has been enforced arrests have decreased by one-half to two-thirds of the usual number. In Boston the average number of daily arrests has decreased to less than forty per cent. In Pittsburg the number of arrests on all charges for the second six months of 1919 was less than 13,000; for the first half year, over 30,500. In Uniontown, Pa., a typical coal-mining center, the number of arrests for the second half of 1919 was less than for any one month in the first quarter.
>
> A noteworthy fact is the decrease not only in drunkenness itself, but in many major crimes as well. For example, in Pittsburg the number of arrests for assault and battery, burglary, larceny, highway robbery, and murder has shown a marked decrease in the last eight months. This situation is typical of other cities visited.
>
> The decrease in crime of all sorts is clearly reflected in the statistics of commitments to penal institutions and their population. The workhouse at Cincinnati, O., which a year ago contained 352, most of whom were on short sentences, has to-day seventy-four, most of whom are serving long sentences. An ex-commissioner of penal institutions of Massachusetts says that the entire population of the twenty-six penal institutions in the State could now be housed in five.
>
> Before the advent of prohibition, Mondays, days after holidays, and days after pay-days were periods of large percentage of absences and low production. The extent to which an industry was affected appeared to depend partly on the grade and character of workmen employed. In some respects concerns using a majority of foreign laborers, such as those engaged in coal-mining and the operation of steel-mills, seem to have had the most trouble. But the degree of skill of the workmen does not appear to be a wholly satisfactory guide. For example, the building trades and engineering construction seem in many cases to have suffered as badly as business depending on common unskilled labor.
>
> In every instance in which inquiry was made there was found to be a large decrease in absence from work since prohibition.

It is conceded that prohibition has been in force too short a time to make it possible as yet to compile definite statistics covering its effect on many phases of industry. The consensus of opinion of persons familiar with industrial conditions seems to be, however, that in no case thus far reported have there been any indications of any particular industrial evils that could be attributed to the absence of booze. The drought's effect on the number of accidents, on unrest, and on workmen's savings are discust as follows:

> The hours of most frequent accidents in steel-mills have been identified as the times directly after the men have left the plant and have had access to liquor. Despite the extra hazards of night work, accidents are reported to have been fewest then because the men were not allowed to leave the mills.
>
> It is well known that in the interest of public safety railroads have for years refused employment to train operators addicted to drink. With all these precautions, the opinion is exprest by an executive of one of the largest railroads in the United States that a decrease of at least ten per cent. in the number of accidents to employees is expected to result from prohibition.
>
> That the accident problem in the automobile industry will be simplified is suggested by the employment manager of one of the largest manufacturers. "It has also cut down our number of industrial accidents. Especially after the noon hour we used to have many accidents. A man would get a few drinks in him and he would feel like taking a chance. And a man does not take a chance around a place like this without getting hurt."
>
> The effect which prohibition will have on industrial unrest is not yet clearly determined. However, its help in maintaining order in time of strike has been noteworthy. This was particularly marked during the recent strike in the steel industry.
>
> A steel-mill executive said: "A strike can not be prolonged unless there is plenty of booze to 'keep up the spirits of the men.'"
>
> On the other hand, it was suggested that under prohibition the men can save money more rapidly, and are, therefore, in a better position to hold out on their demands. That this was the fact in the Washington lumbermen's strike was mentioned in the hearings before the commission appointed by the Secretary of Labor.
>
> In former days in some localities virtually the only place open to workmen for cashing pay-checks was the saloon. Indeed, this became in many localities an



How sunlight and air ruin the mileage of spare tires



Average wastage of tire mileage is 2,000 miles
How other motorists stop this loss

SUNLIGHT and air are rubber's natural enemies. Rubber, like all other vegetable matter, disintegrates under the influence of sunlight, air, heat and moisture. It oxidizes, giving up its springiness and becoming brittle.

This is why the finest tire made, after being carried as a spare, may wear away rapidly or blow out before its time.

All high-grade tires come in durable wrappings because tire makers know that rubber must be protected to prevent loss of mileage. See the mileage chart on this page.

Scientific discovery protects mileage
NO ILL EFFECT ON THE RUBBER

Heretofore all spare tire coatings have had some fault. A successful coating not only must protect against sunlight, heat and moisture, but must contain no substance that can injure rubber. At last, there is such a coating—NITREX.

Nitrex comes from the chemical laboratory of the Sterling Varnish Co., Pittsburgh, Penna., established in 1894, and known throughout the world for its coatings used to insulate electrical parts of automobiles, trucks, tractors and airplanes.

Nitrex is guaranteed by this company to give full protection to tires and to be absolutely non-injurious to rubber.

Nitrex is applied with a brush, drying instantly. It gives a smooth jet-black, patent-leather finish that adds greatly to the car's appearance. It is rainproof and washproof.

Unlike a tire case, Nitrex never looks weatherbeaten, never rips or tears, never lets water seep in to damage the tire fabric.

When a coated spare is put on a wheel, the Nitrex quickly flakes off, leaving the tire looking like the others. No dust-covered tire case to get on and off.

Endorsed by car owners and tire dealers

Nitrex has made good wherever it has been used during the past two years. It is cheaper, easier to use, looks better and gives perfect protection. **Get it from your automobile supply dealer.**

Sales Department
EDWARD A. CASSIDY CO., INC.
23 West 43rd Street New York

The Sterling Varnish Co.

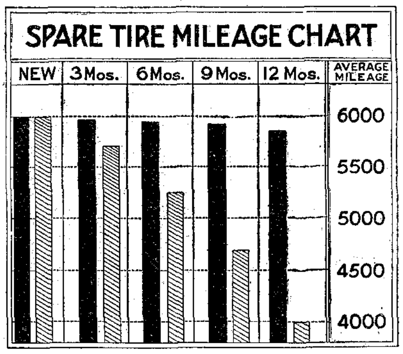
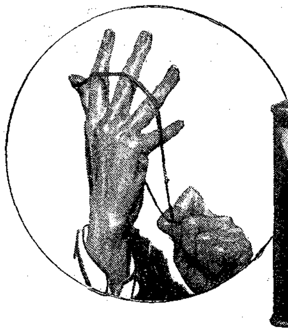


Chart showing how Unprotected Spares ▨ deteriorate while NITREXED Spares ■ hold their Life



NITREX
FOR AUTOMOBILE SPARE TIRES
A Sterling Product

The old rubber band that snaps in two shows why spare tires nearly always fail to give full mileage

NITREX

for Spare Tires

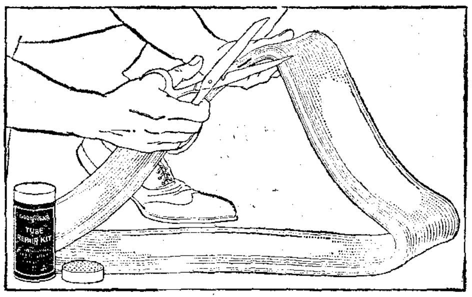
GOODYEAR
TUBE
REPAIR KIT
Manufactured by
The Goodyear Tire
& Rubber Company

A photograph of the interior of a Goodyear Service Station, and a close up of a Goodyear Tube Repair Kit. Its use is described on the next page

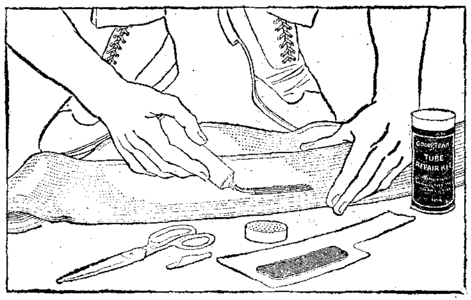
Copyright 1920, by The Goodyear Tire & Rubber Co.

GOODYEAR

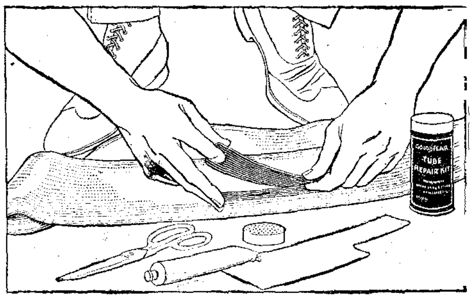
Gaining Tire Miles—Afte the Tire is Bought



TRIMMING CUT



APPLYING C-35 CEMENT



APPLYING PATCH TO INJURY

A tube puncture may be repaired quickly by using the Goodyear Tube Repair Kit or Goodyear Self-Cure Patches. First, if a cut or tear, trim the rough edges. Then rough up the tube around the injury with the buffer provided on the lid of the Tube Repair Kit. Clean with good gasoline on a rag and allow to dry. Next apply two separate coats of Goodyear C-35 Patching Cement; allow each coat to dry four or five minutes, until it becomes tacky or sticky. Now take a Goodyear Self-Cure Inner Tube Patch, or cut a piece from the sheet of Goodyear Self-Cure Gum which is furnished with the Goodyear Tube Repair Kit, enough to cover the injury and to extend one-half inch or more on each side. Remove the holland (which is a layer of cloth placed over the pure gum adhesive side of the patch to protect it), place the patch over the injury at once, the uncured side down, and keep under pressure for two or three minutes—longer if possible. After the patch is firmly seated, dust with talc and the tube is ready for use.

GAINING tire miles through the proper use of Tire Savers is that part of the Goodyear Service Plan that begins after you have bought your tire.

The plan comprehends not only the building of a fine tire and its convenient distribution, but also a service that will help users exact every mile built into Goodyear Tires.

At Goodyear dealers this service takes form in the giving of advice on the care of tires and in providing Tire Savers for every kind of injury or wear.

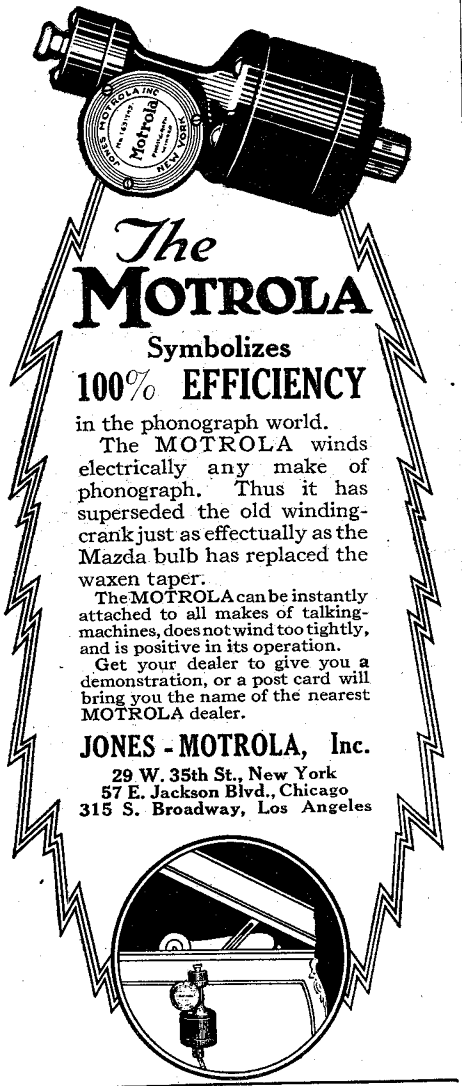
Take for example, the Tube Repair Kit illustrated: it is urged as a repair for injured tubes. It makes an air-tight tube repair—helps prevent tire damage due to underinflation.

In similar fashion, Goodyear dealers teach the use of other inexpensive tire savers, to the end that new tires, old and injured tires may be made to last longer.

The fruits of this sincere conservation service afford true satisfaction, for Goodyear owners are thus assured of that full measure of mileage which protects our good name.

Ask for the Goodyear Conservation Bulletins on tire care, avail yourself of helpful advice, stock your car with Tire Savers—at Goodyear Service Station Dealers everywhere.

TIRE SAVERS



JONES MOTROLA INC. NEW YORK
Motrola

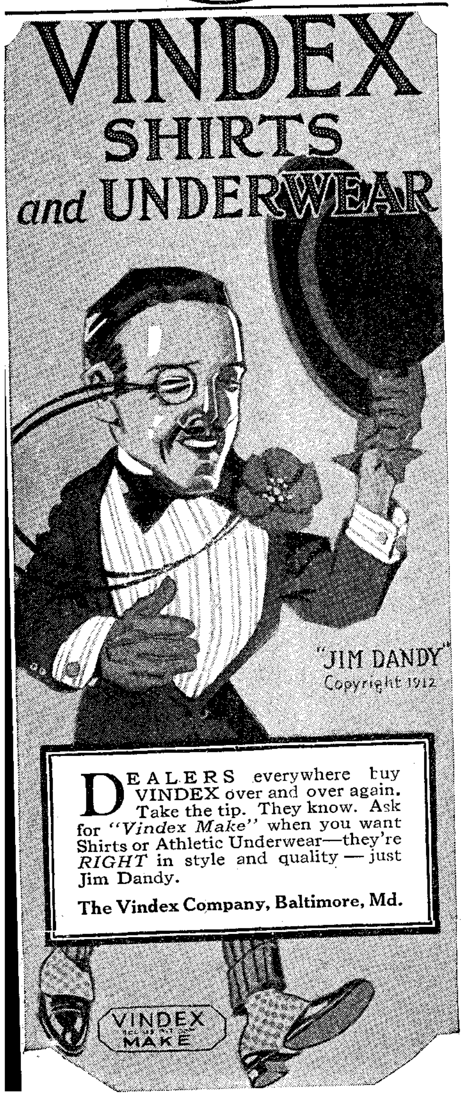
The MOTROLA
Symbolizes
100% EFFICIENCY
in the phonograph world.

The MOTROLA winds electrically any make of phonograph. Thus it has superseded the old winding-crank just as effectually as the Mazda bulb has replaced the waxen taper.

The MOTROLA can be instantly attached to all makes of talking-machines, does not wind too tightly, and is positive in its operation.

Get your dealer to give you a demonstration, or a post card will bring you the name of the nearest MOTROLA dealer.

JONES-MOTROLA, Inc.
29 W. 35th St., New York
57 E. Jackson Blvd., Chicago
315 S. Broadway, Los Angeles



VINDEX SHIRTS and UNDERWEAR

DEALERS everywhere buy VINDEX over and over again. Take the tip. They know. Ask for *"Vindex Make"* when you want Shirts or Athletic Underwear—they're *RIGHT* in style and quality — just Jim Dandy.

The Vindex Company, Baltimore, Md.

BUSINESS EFFICIENCY

Continued

established function of the corner bar. In the Chicago stock-yards district saloons were said to be financed in this traffic by brewers, who, on regular pay-nights, sent around special automobiles to keep up the supply of currency for this purpose. The situation came to the attention of several of the corporations whose men were affected by this practise and an effort was made to provide other facilities for the cashing of pay-checks. However, it is reported that no substitute met with success, and in spite of company cashiers and arrangements to identify payees at the bank, most of the checks were still cashed by saloons.

The general superintendent of sixty-three large general merchandise stores operating in various coal regions notes these changes: "In the first place, the staple diet of miners used to be beans. More beans were sold than any other one food product. Now it is clearly noticeable that the amount of beans sold has greatly decreased and at the same time the volume of California canned goods purchased has tremendously increased. The business done by our stores as a whole has shown a marked difference in the class of goods purchased. In a general way, we make a division between the grocery supply part of our business and the furniture and other miscellaneous supplies. The latter department has shown a greater increase in sales than the former, which would seem to indicate that miners are buying more for their homes than they did previous to prohibition."

Probably no aspect of the old régime was more pathetic than the result of the use of alcoholic liquors on home life. There the consequences ceased to be personal to the drinker. Every other member of the family was influenced. Attendance at the saloon often meant neglect of the family. Expenditures for liquor frequently forced the wife and children to go without ordinary comforts and necessities.

Some large companies, whose laborers live in camps, attempted to relieve one phase of this situation through the credit system of the company store. How this worked out in mining-camps is explained by the superintendent of a camp in the Connellsville coal-fields: "Virtually all of the trading was done on credit, and whatever money was left over after the company-store bill was paid went to the corner saloon. The result of the situation was that a day or two before pay-day the woman of the house would come to the store and look over everything in sight to see what could be bought, knowing that what she did not spend there before pay-day the family would be unable to share in. Of course, this very practise led to many a wife-beating in which it was necessary to call in the police."

Apart from the indirect economic benefits resulting from the increased ambition and efficiency of the men whose usefulness as citizens was formerly impaired by indulgence in liquor, there have been certain direct results. The most important deals with the vast sums formerly spent for "intoxicating beverages which now apparently have been diverted into other channels." As to the extent of these sums, we are told that during the year just before the outbreak of the European war the annual sales of malt liquors, wine, and distilled liquors at retail exceeded the total of the sales of all the department stores of the United States, as estimated in 1912. The amount, it is said, was greater than our entire export business before the war, and over two-and-one-half times our national debt in 1914. We read regarding the transfer of expenditure from liquor to other things following prohibition:

> Reports from all centers indicate that in the last half of 1919 sales of merchandise of nearly all kinds rose to unprecedented levels, but so many influences operate to affect trade that it is difficult to measure accurately the effect of any one factor. The business of the last half of 1919 was, on the average of several representative department stores, about thirty-five per cent. greater than for the first half of the year. The statement is striking, but the latter half of the year saw unprecedented Christmas shopping, and during the first half there was some holding back in the expectation of lower prices.
>
> The increase as compared with the last half of 1918 was even more striking, showing a gain in excess of forty per cent., but in the fall of 1918 the "flu" epidemic retarded business.
>
> Hence, no statement can be vouchsafed as to the share prohibition has had in the increased sales. It can only be stated that in the opinions of merchants it has had an influence, and, according to the testimony of welfare workers, families of former drinkers are now better clothed and fed.
>
> It is equally difficult to determine the part that prohibition has taken in the increase of savings-bank deposits. It is significant that in a time when prices have approximately doubled, saving deposits have increased, indicating that increasing earnings have kept pace with increased spending.
>
> Probably the effect on saving deposits will be more noticeable as time goes on. Presumably the first result of not spending money in drink will be the purchase of other things—for the drinker's family is apt to be sadly in need.
>
> Ohio became dry May 1, 1919. There was no unusual gain in deposits during the summer, but throughout the fall and winter savings-banks with branches in industrial sections have experienced an unusual increase. One such institution had noted an increase during these months of more than $6,400,000.
>
> Since July 1 the Curtis Publishing Company has felt a growing pressure for increased circulation of its three publications. In spite of the paper shortage it seemed necessary to allow the circulation of *The Saturday Evening Post* to rise to a new level. Part of this pressure is believed to be due to prohibition—not that more men have an inclination to read. Apparently, enough men who formerly spent their evenings in saloons are now buying magazines to read at home to make an appreciable effect on magazine circulation.

Loud wailing and not a little gnashing of teeth were heard before prohibition went into effect because of the army of men employed in the liquor business who would be thrown out of the employment, and also because of the losses that would be sustained by those who had large investments

"BEST IN THE LONG RUN"

The Real Meaning of *"Best in the Long Run"*

"BEST IN THE LONG RUN" is a slogan that is almost as old as the history of tires. It grew out of the performance of Goodrich Tires on bicycles, and it grew into the *dependability* of Goodrich rubber products of all kinds.

It is not just a catch phrase. It is a plain statement of fact. It is really a mirroring of the confidence placed in Goodrich products by their users.

In five words it crystallizes the ideals, the policies, the principles of Goodrich.

It means "the long run" of good faith and good will—the steady building up of a confidence in the minds of the users, *which is the greatest asset a manufacturer can have.*

That is how Goodrich translates this slogan into terms of longest average wear, utmost dependability and known quality in all kinds of rubber products.

THE B. F. GOODRICH RUBBER COMPANY, AKRON, OHIO

Goodrich Tires

"Best in the Long Run"

BUSINESS EFFICIENCY

Continued

n buildings and other property involved n the liquor traffic. It was figured that about 260,000 men would be without jobs, and some 116,000 retail liquor establishments would stand empty. The investigation of the Curtis people seemed to reveal that the passing of the liquor business has been accomplished with no labor disturbance and apparently with little financial oss to the owners of properties devoted to the manufacture and sale of beverages. It seems the metamorphosis of the saloon has been accomplished without difficulty. As we read:

In the first place, the acute demand for business sites brought about by the unusual business activity of the war-period, combined with the slowing down of construction, has facilitated the transition.

Moreover, the whole transition was fairly gradual. Many liquor dealers closed their doors July 1, 1919, or before. After that time saloons either modified their business and reopened with other attractions, such as soft-drink parlors and oyster-bars, or they bided their time until the hoped-for wet spell between demobilization and the enforcement of the Eighteenth Amendment. Many buoyed themselves up with the thought that something might happen to delay enforcement or annul the amendment. Some became discouraged as the months dragged on and shut their doors. At any rate, the final close-up, January 16, 1920, affected a much smaller number of establishments than had been in business the year before.

Virtually no vacant business premises are to be observed in any of the cities we have visited. The experience which has been typical of the States enforcing local prohibition is an indication of what we may expect from national prohibition. A business man gave a description of Seattle which is common to many other cities: "Portions of the principal streets which were disorderly in character have become high-class shopping centers. Side streets have been converted from loafing-places to industrial and commercial uses."

According to Mr. Blethen, editor of the Seattle *Times*, the answer to the query "What becomes of the saloons?" is as follows:

Saloons in existence the last week of 1915	211
Now occupied by cigar, candy, and soft-drink places	56
Now occupied by shoe-stores, haberdasheries, women's specialty shops, and the like	19
Now occupied by cafés, bakeries, and the like	19
Now occupied by grocery-stores and meat-markets	14
Now occupied by drug-stores	10
Now occupied by big confectionery-stores	6
Now occupied by other businesses, such as railroad-ticket offices, pool-rooms, garages, employment agencies, hardware-stores, steamship offices, moving-picture theaters, Gospel missions, second-hand stores, barber-shops, and express agencies	67
Vacant for repairs or because building is too poor for "regular" business	20
	211

The properties used in the manufacture of liquors were valued at about one billion dollars in 1914. These have been gradually adapted to other uses. The change into factories for non-alcoholic brews or general warehouses was easily made. Many have been converted into ice-cream plants, packing-houses, milk-bottling and pasteurization establishments. The variety of enterprises now housed in old breweries is well illustrated by the list of concerns said now to occupy various parts of the Pabst buildings. It includes the following: Milwaukee Shaper Company, a shoe-manufacturer, a paper-box company, a fuse-making company, the Harley-Davidson Motorcycle Company, and the Great Western Knitting Company.

A process has been developed whereby a brewery, with little additional equipment, can produce sugar-sirup from malt. The process is doubly valuable in that it not only makes possible the salvage of the plants and equipment without loss, but also tends to alleviate the national sugar shortage.

Under the caption, "Peoria Makes Food Instead of Whisky," a New York newspaper says that in Peoria more people are being employed at larger wages than formerly, and quotes Dr. E. C. Wagner, vice-president of the United States Food Products Corporation, as saying:

"Flour is being milled now at the Great Western plant. At this same plant, which was formerly the largest corn-whisky distillery in the world, alcohol for industrial purposes is being produced. The plant will be greatly enlarged for this purpose.

"At the Schufeldt plant maraschino cherries are turned out, as well as a complete line of fruit preserves and jam. At the Corning plant feed for cattle, horses, and chickens is being manufactured on a large scale. The Atlas plant is engaged in the manufacture of corn-oil.

"The Majestic distilleries are now turning out sirups and malt-sugar. The production at this plant has now reached one million pounds daily. This is not only for table use, but for ice-cream manufacturers also.

"From eight to ten times the number of persons employed in the distilleries will be employed in the food-products plants when they are in full operation.

"This means, however, that the pay-roll will be much larger than eight or ten times that of the distilleries, for each worker in the food-products plant will receive a higher wage than the individual distillery-worker."

Lively fears were also entertained by many as to what was to be done with the products that formerly had found a market at the booze factory. Some of these, such as grains, might be used for food, but others, like hops and grapes, did not seem to be designed for anything but booze-making. It develops that those who feared need not have done so, for it appears that demand for the products concerned has been greater than ever before and they have brought higher prices. To quote:

The use of the grains and sugar products presents no problem, particularly in view of the world food shortage. It is interesting to note the volume of food thus made available. In 1915 over 100,000,000 bushels of grain were used in the manufacture of liquors. In addition there was consumed for this purpose 152,000,000 gallons of molasses, 3,000,000 gallons of glucose sirup, and 55,000,000 pounds of grape-sugar.

The future of the producers of wine grapes and hops was at first uncertain. For the owners of the 170,000 acres of California land devoted to wine-grape growing serious difficulty seemed likely.

"In fact," as stated by Dr. Woods Hutchinson in *The Saturday Evening Post* of March 20, 1920, "to the surprize of both friends and enemies of the measure the price of wine grapes last fall, instead of falling to a ruinous level, reached the highest pitch ever recorded—nearly double the average of previous years. Science has always declared that there was little danger of good food going abegging.

"This was due in part to the demand for grapes for the manufacture of non-alcoholic fruit drinks, both bottled and as flavoring at soda-water fountains; in part to the method invented for drying the grapes so that they could be shipped across the Atlantic to be used in making good the destruction and deterioration of European vineyards by four years of war.

"But a considerable part of the rise in price which turned the predicted ruin of the wine-grower into a prosperity such as he had never known before was due to the tremendous increase in the demand for fruit of all sorts for table use, for jams, jellies, preserves, and for canning, which both heralded and accompanied the coming of prohibition, the general belief being that it was directly caused by it, and that men cut off from their usual supply of wine and beer would take to fruit juices and sugars as substitutes, especially during hot weather, just as science foretold."

Likewise the prospects of the hop-growers at first appeared to be gloomy. About 37,500,000 rounds of hops were used in the manufacture of ale and beer in 1916. Contrary to all expectations, the price of hops as well as wine grapes also reached a high point in 1919. Again quoting Dr. Hutchinson:

"The cause of this unexpected hop, skip, and jump is still a mystery. Part of the demand came from European buyers making good the war-caused shortages of their own crops; part from the manufacturers of near-beers trying to delude the palates of their customers and cover up the scarcity of malt by the surplus of hops—more bitter than beer, so to speak. Then there was a considerable demand for hops in the preparation of dry forms of yeast, while their resins were useful in industries as well as in humans. In fine, whether we can explain it or not, hops seem to thrive under prohibition."

NO WONDER THINGS DON'T GO RIGHT WITH US—An old-fashioned philosopher, after meditating earnestly on what ails the world to-day, recently gave vent to the following list of ills, which was printed in *The Shop Mark*, house organ of Berkey & Gay, Grand Rapids, Mich.:

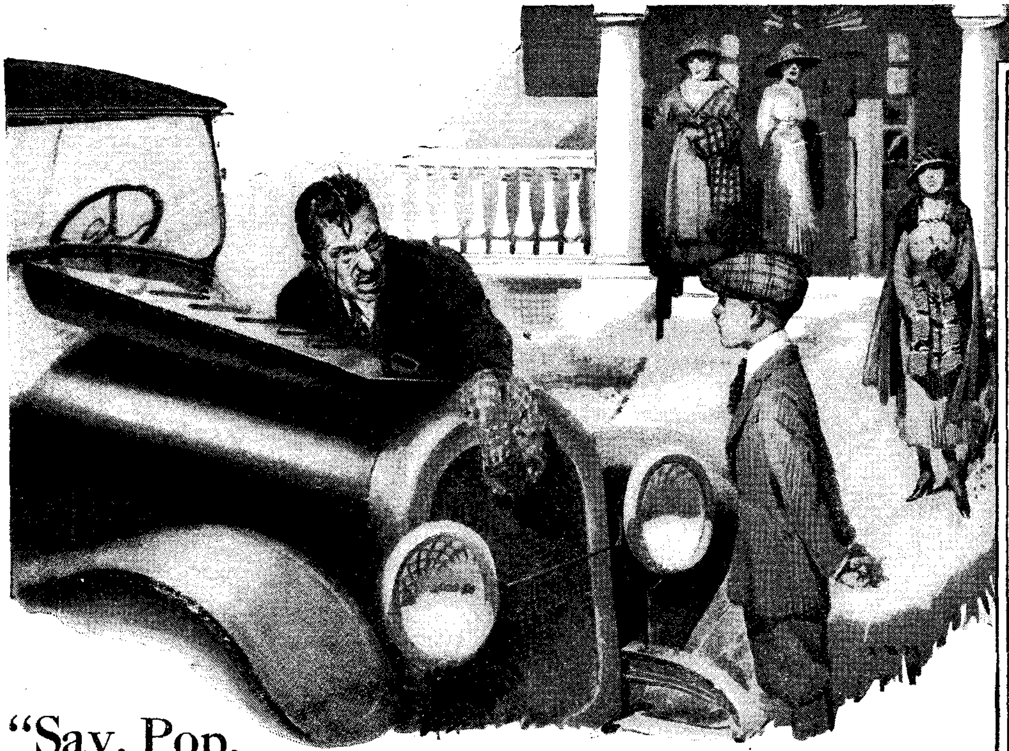
Too many diamonds and not enough alarm-clocks.

Too many silk shirts and not enough blue flannel ones.

Too many pointed-toed shoes and not enough square-toed ones.

Too many serge suits and not enough overalls.

Too much décolleté and not enough aprons.



"Say, Pop, when are you going to get through?"

How the correct grade of Gargoyle Mobiloils cuts down Sunday morning tinkering

SUNDAY morning, clear and cool; the week-end guests on hand; and the open road beckoning—

And then the endless Sunday morning tinkering while the family and guests walk impatiently up and down the lawn. *"When are you going to get through?"*

If you have to clean your spark plugs at frequent intervals, the chances are that you are using lubricating oil of incorrect body or low quality. *"When are you going to get through?"*

If the compression is weak and your engine seems to lack power, it is probably because your oil fails to properly seal the piston rings. Results:—weak compression, loss of power, and dilution of lubricating oil. *"When are you going to get through?"*

The loss of power and irregular action may be due to sticky valves. Sticky valves usually result from the use of the wrong oil. *"When are you going to get through?"*

REPAIR SHOP RECORDS show that about 50% of all engine troubles are caused by incorrect lubrication.

These troubles are by no means confined to the three mentioned above. Other troubles commonly caused by incorrect lubrication are —piston rings badly gummed or stuck in their recesses, smoky exhaust, worn wrist-pin or crank-shaft bearings, scored cylinder walls, engine overheated, carbon deposit and pre-ignition.

The motorist who uses the grade of Gargoyle Mobiloils specified for his car enlists *scientific lubrication* on his side and cuts down Sunday morning tinkering.

"When are you going to get through?"

GARGOYLE

Mobiloils

A grade for each type of motor

Domestic Branches:

New York
Boston

Philadelphia
Chicago

Pittsburgh
Detroit

Indianapolis
Minneapolis

Des Moines
Kansas City, Kan.

VACUUM OIL COMPANY *Specialists in the manufacture of high-grade lubricants for every class of machinery. Obtainable everywhere in the world.* NEW YORK, U.S.A.

Correct Automobile Lubrication

GARGOYLE

Mobiloils

A grade for each type of motor

Gargoyle Mobiloils for engine lubrication are:

Gargoyle Mobiloil "A"
Gargoyle Mobiloil "B"
Gargoyle Mobiloil "BB"
Gargoyle Mobiloil Arctic

The Chart below indicates the grade recommended by the Vacuum Oil Company's Board of Engineers. The recommendations cover all models of both passenger and commercial vehicles unless otherwise noted. If your car is not listed in this partial Chart, send for booklet "Correct Lubrication" which lists the correct grades for *all* cars.

117 AUTOMOBILES.	1919 Models		1918 Models		1917 Models		1916 Models		1915 Models	
	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter
Allen	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc.
Auburn (4 cyl.)							A	Arc.	A	Arc.
Auburn (6 cyl.)	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
Auburn (6-38)					A	Arc.	A	Arc.		
" (6-39B)(Teetor-H)			A	Arc.						
Autocar (2 cyl.)	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc.
Briscoe	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc.
" (8 cyl.)							A	A		
Buick	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
Cadillac (8 cyl.)	A	A	A	A	A	A	A	A	Arc.	Arc.
Case	Arc.	Arc.	Arc.	Arc.	A	Arc.	A	Arc.	A	Arc.
Chalmers			A	A			Arc.	Arc.	Arc.	Arc.
" (6-40)							A	Arc.		
" (6-30)	A	A			A	A	A	A		
Chandler Six	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
Chevrolet	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
" (8 cyl.)	A	A	A	A	A	A				
" (F.A.)	A	Arc.	A	Arc.						
Cole							Arc.	Arc.	Arc.	Arc.
" (8 cyl.)	A	A	A	A	A	A	A	A	A	A
Cunningham									Arc.	Arc.
" (8 cyl.)	A	A	A	A	A	A	A	A		
Dart	Arc.	Arc.	A	Arc.	A	Arc.	A	Arc.	Arc.	Arc.
" (Model C)					A	Arc.	A	Arc.	A	Arc.
" (2 and 3½ ton)	A	A	A	A						
Dodge Brothers	A	Arc.	A	Arc.	A	Arc.	A	Arc.	E	E
Dort	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc
Federal	Arc.	Arc.	A	A	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
" (Mod. S-X)			A	A	A	A				
Federal (special)			Arc.	Arc.						
Fiat			B	A	B	A	B	A	B	A
Ford	E	E	E	E	E	E	E	E	E	E
Franklin	A	A	A	A	A	A	A	A	A	A
Grant	A	Arc.	A	Arc.	A	Arc.	A	Arc.	Arc.	Arc.
" Com'l.	Arc.	Arc.								
" " (Model 12)	A	Arc.								
Haynes	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc.
" (12 cyl.)	A	A	A	A	A	A	A	A		
Hudson							Arc.	Arc.	Arc.	Arc.
" Super Six	A	Arc.	A	Arc.	A	Arc.	A	A		
Hupmobile	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc.
Kelly Springfield	A	A	A	A	A	A	A	A	A	A
King									A	Arc.
" (8 cyl.)	A	A	A	A	A	A	A	A	Arc.	Arc.
" Commercial			Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
Kissel Kar	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc.
" " (Model 48)							A	A	A	A
" " (12 cyl.)			A	A	A	A				
Lexington	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
Lippard Stewart			Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
" " (Mod. M)					A	Arc.	A	Arc.		
" " (Mod. MW)					A	Arc.				
Locomobile	A	E	A	E	E	E	E	E	E	E
McFarlan			A	Arc.	A	Arc.	A	A	A	Arc.
Madison			A	Arc.	A	Arc.	A	Arc.	A	Arc.
" (8 cyl.)					A	A	A	A		
Marmon	A	A	A	A	A	A	A	A	A	Arc.
Maxwell	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
Mercer	A	A	A	A	A	A	A	A	A	Arc
" (22-70)									Arc.	Arc
Mitchell	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc.
" (8 cyl.)							A	A		
Moline-Knight	B	A	B	A	A	A	A	A	A	A
Monroe			A	Arc.	A	Arc.	E	E	A	Arc.
" (Mod. M4)			A	A	A	A				
" (Mod. S)	A	A								
Moon			Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
Nash	A	Arc.	A	Arc.						
" (Mod. 671)			A	A						
" (Quad)	A	A	A	A						
National	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	A	Arc.	A	Arc.
" (12 cyl.)	A	A	A	A	A	A	A	A		
Nelson	A	A	A	A	A	A				
Oakland	A	A	A	A	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
" (8 cyl.)							A	A		
Oldsmobile (4 cyl.)	A	Arc.					Arc.	Arc.	Arc.	Arc.
" (6 cyl.)	A	A	A	A	Arc.	Arc.			Arc.	Arc.
" (8 cyl.)	A	A	A	A	A	A	A	A		
Overland	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
Packard									A	Arc.
" (12 cyl.)	A	A	A	A	A	A	A	A		
" Commercial	A	A	A	A	A	A	A	A	A	A
Paige (4 cyl.)									A	Arc.
" (6 cyl.)	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
" (6-36)							A	Arc.	A	Arc.
" (6-38-39)					A	Arc.				
" (6-40)	A	Arc.	A	Arc.						
Paige (Com'l)	Arc.	Arc.	Arc.	Arc.						
Paterson	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
Peerless			Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
" (8 cyl.)	A	A	A	A	A	A	A	A		
Pierce Arrow	A	A	A	A	A	A	A	A	Arc.	Arc.
" " Com'l.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
Premier	A	A	A	A	A	A	A	Arc.	A	Arc.
Regal	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
" (8 cyl.)							A	A	Arc.	Arc.
Renault (French)							A	Arc.	A	Arc.
Reo	A	Arc.	A	Arc.	A	Arc.	A	Arc.	A	Arc.
Riker	A	E	A	E	E	E				
Saxon	E	E	E	E	E	E	E	E	E	E
Selden	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
" (¾ ton)					A	Arc.				
Simplex Crane			A	A	A	A	A	A	Arc.	Arc.
Stearns-Knight	B	A	B	A	A	A	B	A	B	A
Studebaker	A	Arc.	A	Arc.	A	Arc.	A	Arc.	Arc.	Arc.
Stutz	A	A	A	A	A	A	A	A	A	A
Velie (4 cyl.)									A	Arc.
" (6 cyl.)	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
" (2 & 3½ ton)	Arc.	Arc.	Arc.	Arc.						
" (¾ ton)	A	Arc.	A	Arc.						
Westcott	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
White	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.
" (Sixteen Valve)	A	A	A	A	A	A				
White (3 ton)	A	A	Arc.	Arc.						
Willys-Knight	B	A	B	A	A	A	B	A	B	A
Willys Six	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.				
Winton	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.	Arc.

BUSINESS EFFICIENCY
Continued

Too many satin-upholstered limousines and not enough cows.

Too many customers and not enough producers.

Too much oil stock and not enough savings accounts.

Too much envy of the results of hard work and too little desire to emulate it.

Too many desiring short cuts to wealth and too few willing to pay the price.

Too much of the spirit of "get while the getting is good" and not enough old-fashioned Christianity.

Too much discontent that vents itself in mere complaining and too little real effort to remedy conditions.

Too much class consciousness and too little common democracy and love of humanity.

"DOG-FIGHTS" AND OTHER EXPEDIENTS OF SALESMEN WHO SELL

A SALESMAN with an unbreakable lamp-chimney couldn't make his customers believe the chimney wouldn't break. Like the farmer at the circus, they all said, in effect, "there ain't no sich animile" as an unbreakable lamp-chimney, and they would neither look at the thing nor listen to what was said about it. To solve the problem of how to create interest in the novelty, the salesman began putting on a "dog-fight" every place he called. He would go to a store and the minute he opened the door would take an unbreakable chimney from his bag and throw it so it would roll along the floor. Of course, it never broke, for, as the salesman would always tell the proprietor, interested in pite of himself by this demonstration, 'We make 'em that way." A "dog-fight" of this kind, as explained by Ralph Barstow in *System* (Chicago), is any method employed by a salesman to rouse an un-nterested and particularly a bored prospect. Many prospective customers are bored, says Mr. Barstow. The type is one of several different kinds of buyers a salesman has to meet, he suggests, the others being the busy man, the friendly man, the angry man, the suspicious man, and the cold proposition. Naturally, each of these different types requires its own method of approach, and it's up to the alert salesman to govern himself accordingly. In his discussion of the bored customer, Mr. Barstow suggests that the latter is probably bored because for the last twelve years he has been listening to salesmen, he has heard all the jokes and stories, and he is tired of them all. He wants something new, and it seems that in his case the alesman's best bet is to "pull a dog-fight." Of course, no set rule can be laid down for uch a demonstration. Each salesman has o resort to his ingenuity to think up ways f handling the situation. For instance:

Suppose you go out in Minnesota, where hey use Mississippi water to wash in. t is a lime-water, very hard, and ordinary soap doesn't make much of a lather. You are selling "Rose Queen Soap." It is made for Mississippi lime-water—you drop it in a basin and you have a regular cyclone of bubbles and lather. It is suited to that part of the country. They also have very hard water in Michigan. Supposing you are introducing that soap in Grand Rapids, Michigan. The water is so hard that the soaps on the market hardly make any lather at all. Well, you go into Grand Rapids. Are you going into a store to sell that soap and say: "I want to introduce 'Rose Queen soap'?"

No. Instead of that you go into a store. The merchant says: "What can I do for you?"

"Have you any basins?"

"Yes."

"How much are they?"

"A quarter."

"Give me a couple, and a cake of the best soap you have." You get the basins and the soap. "Got any water?"

"What are you going to do?"

"I want some water."

"All right, there it is." Now you have awakened his interest. Some old ladies in the store have become interested also and are watching to see what is going to happen. Well, you pay him fifty-five cents for the basins and cake of soap—a very good investment. You get the water and take the soap you have just bought and start to wash your hands. It doesn't work up any lather, so you say: "It doesn't seem to lather very well, does it?"

The prospect replies: "Well, you know the water here is very hard."

Then you fill the other basin with water, take a cake of "Rose Queen" from your grip, and start to wash your hands. Immediately you have a million bubbles. "Rose Queen" soap.

"How much is it by the case?"

"Well, how many cases will you have? Sign here." That was a "dog-fight."

Mr. Barstow calls attention to the fact that a buyer's mood is not always the same. Sometimes his breakfast doesn't agree with him and it makes him grouchy and impossible for a salesman to deal with. It behooves the latter to acquire lightning ability to size up his man's frame of mind the minute he comes in contact with him, and then act accordingly. The "dog-fight" is a good enough method with a man who is merely bored but good-natured and susceptible to a novelty. A different mode of procedure is recommended where the prospect isn't bored particularly, but cold, unsmiling, undemonstrative. He objects to nothing that is said, but when the salesman is through talking and suggests an order the cold proposition says, "No," and the wise salesman knows it's almost train-time and he had better be moving. Mr. Barstow suggests:

Somebody has to sell him. He is a wise old owl. You will meet this type of man. He may be a buyer or purchasing agent. How are you going to handle him? Wait him out. Beat him at his own game. You come in and he is doing something. You sit down, if you can courteously do so. Finally, he looks up at you. "What can I do for you?"

You are silent for a while, then hesitate and say slowly: "I don't know if there is anything you can do for me" (very slowly, hesitatingly, and doubtfully). "I have a proposition that has looked good to some people." (Pause.)

"Well, what is your proposition?" (Pause.)

"Do you feel that you are free, that you care to go into this thing at this time?" (Pause.) "Or would you rather I would not take it up with you now?"

"What is it all about?" Go as slowly as you can without being rude. And as reluctantly as you can, unfold your proposition to him, using understatement.

The old Anglo-Saxons, before 1066, when William the Conqueror invaded England, had this way of talking. They were noted for their brevity and understatement. You meet their descendants to-day. You know they are not warm. You ask them if they are cold. "Not too cold."

"Are you sick?"

"Not very sick."

"That is too bad."

"Oh, not very bad." You finally get the impression after a while of this quality. Nowadays we run into the superlative so much. There is the type where everything is understated, and that is the method you must use with this cold proposition. So you go on.

For instance, I might say: "I don't suppose this course will do you much good. Perhaps you may find that you will get something out of it. You don't have to come unless you care to." This understatement should not be carried out to the point where it becomes ludicrous.

With this cold prospect, you continue along in the same lackadaisical way. After a while he begins to ask you a question or two. By and by you get him to the stage where you can hand him the whole proposition. Then you say: "Well, we don't sell thousands of them, but we sell a good many." You can carry this right out and can sell that type of man if you put it through in something like that manner. Understatement as leading into your business will put it over. If you don't say anything, he can't contradict you.

I remember a contractor who was a hard nut to crack. You couldn't sell him. When a salesman went in to see him he would call out with a loud voice, "What do you want?" One of the boys worked out a plan and tried it on him. It was a success, too. He brought in his machine and laid it on the desk. Then he went out. As he went out the door the contractor shouted at the top of his voice: "Come back here, I am not going to buy that machine."

"What are you going to buy?" He named another machine.

This salesman went out and borrowed the competing machine he had mentioned and brought it into the office and set it on the desk. Then he went out and sat down and waited for twenty minutes. He said that that was the longest twenty minutes he had ever known. He came back and went into the office. The competitor's machine was on the floor.

"How much for your machine?"

"It is $34.30. Make out a check."

And the old codger did!

Sometimes the salesman runs up against an angry man who shouts at him and acts, generally, in the somewhat undignified manner of a man in a rage. It will not do to tell this man what you want, suggests Barstow. It is better to try to get him to talk and tell what's the matter with him. He says:

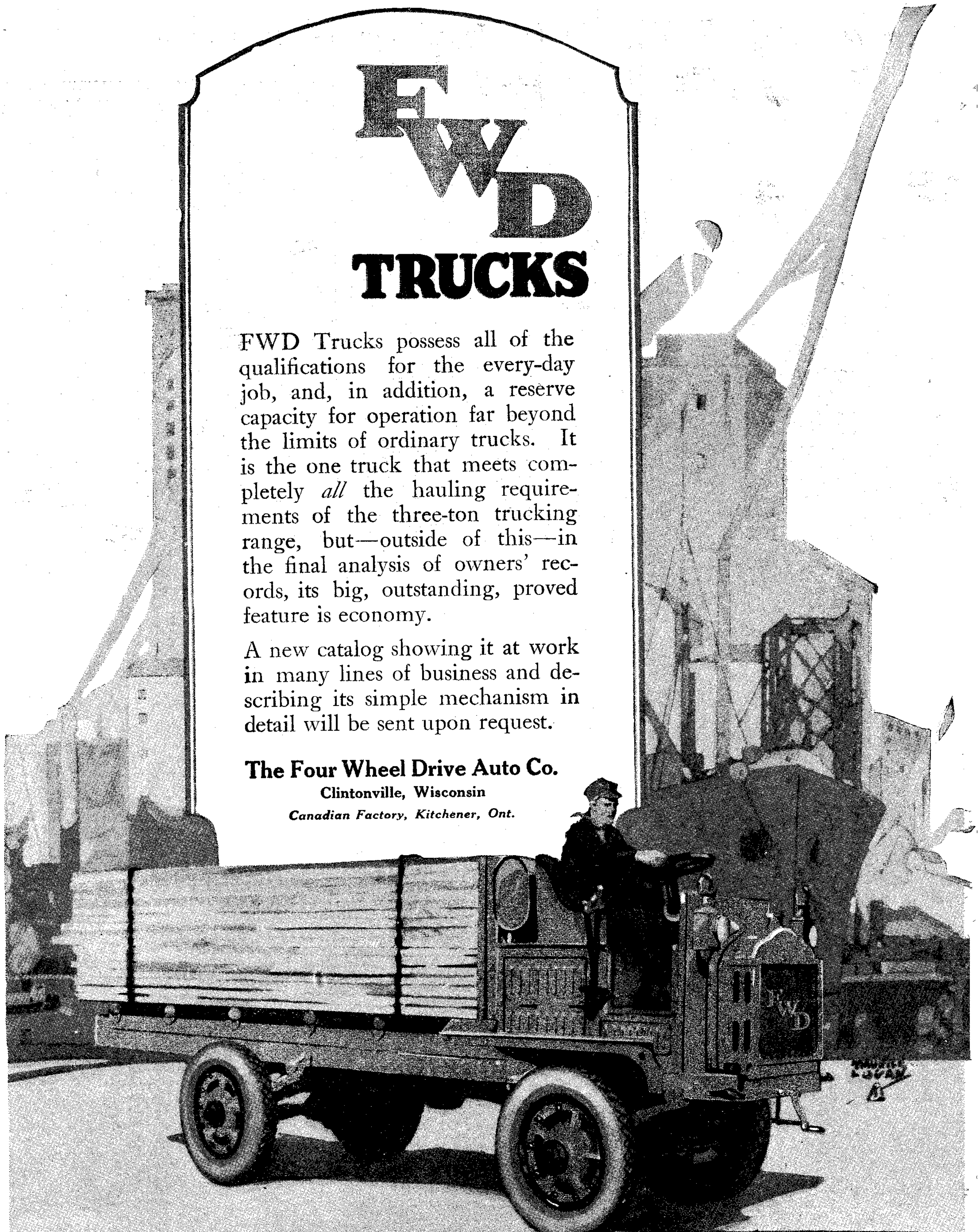
Draw him out, soothe him, get him to tell you all his troubles, and he will be grateful

FWD TRUCKS

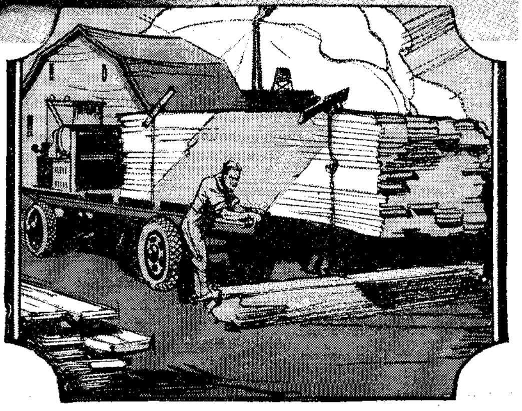
FWD Trucks possess all of the qualifications for the every-day job, and, in addition, a reserve capacity for operation far beyond the limits of ordinary trucks. It is the one truck that meets completely *all* the hauling requirements of the three-ton trucking range, but—outside of this—in the final analysis of owners' records, its big, outstanding, proved feature is economy.

A new catalog showing it at work in many lines of business and describing its simple mechanism in detail will be sent upon request.

The Four Wheel Drive Auto Co.
Clintonville, Wisconsin
Canadian Factory, Kitchener, Ont.



Lake County Lumber Co., Altoona, Fla., says: "After spending something over $12,000.00 on other trucks, we tried out the FWD. The first month our saving in labor alone was over $300.00."



COFFEE

When your collar starts to wilt

When the thermometer gets to hitting the nineties—

When the asphalt burns your feet and you pray for a breeze—

When your friends torment you with, "Isn't it hot?"—

Drink Iced COFFEE—the best of all summer drinks.

COFFEE ice cold is cooling—it is also substantial, sustaining and satisfying.

Served at Hotels, Restaurants, and Soda Fountains—or easily made at home.

The growing, roasting and marketing of coffee is one of the world's greatest industries. From Brazil alone we import nearly three-quarters of a billion pounds a year.

COFFEE

the universal drink

Copyright 1920 by the Joint Coffee Trade Publicity Committee of the United States

BUSINESS EFFICIENCY

Continued

that he can unburden himself. You know how much better you feel when you can tell your troubles to some one. Remember that when you are meeting this type of man. Let him get it all out of his system and he feels pleased and grateful. On the other hand, if it is with you that he is angry or at your firm, listen to him without saying anything. If he tries to ride you, and becomes unreasonable, however, don't lay down. Don't keep saying, "But, but, but"—just tell him, "I want to know all about it." Don't interrupt him. Let him go ahead and tell you, let him keep on talking. Don't stop him until he has got it all out of his system. Then ask him if that is everything, but do it in a nice way.

After he has got everything out of his system, then you can start to ease him, but don't try to do it before. When he pauses for breath say: "Is there anything else?—have you told me everything? I want to find out everything." Ease him up. Let him get it all out of his system first. Handle him with gloves. Suppose he is angry with you because you have made some mistake. He is raving at you. Wait until he is all through, and then say: "Yes, I pulled a 'bloomer.' I didn't realize it before. But I won't make the same mistake twice. No doubt you have made mistakes and I fell just the way you did. I am mighty sorry. I mean it. I shall not make it again." You are making a friend of him. Then you can sell your proposition.

If it is your firm he is angry at, when he is all through ask him if there is anything more. Then tell him the "old man" doesn't like to have those things happen. "He will want to have that error corrected," tell him. "I have not the authority to say it is going to be adjusted, but I will do everything I can for you—I shall try to fix it up in a way that will be satisfactory. Sponge it all up.

The busy man should be let alone, in Mr. Barstow's opinion, if he is really busy. There is another type, however, who shuffles a lot of papers about on his desk and makes a noise like a terribly busy person, but, in fact, can be made to take a few minutes off to listen to a proposition if approached in the right way. It is suggested:

Treat him as a busy man. Don't say: "Good morning; my name is Brown—nice day. May I have a few minutes of your time?" "Can" it. It doesn't amount to anything. If you have a good proposition, that stuff is going to hurt your sales. Just go in to him and put your proposition to him in a nutshell. Say so and so, so much. Go right to it. When he asks what you want, don't say, "I want to talk to you about my proposition."

Tell him. Do it. Get your proposition boiled down for that man. The busy man requires action. He is entitled to it. Suppose I am in the home office. The Monday morning mail is coming up. It is always very heavy on that day. There are two or three salesmen in town with whom I have to have a conference. I am entitled to the quickest action you can give me. You have got to practise continually until you have your proposition condensed so that when you meet this kind of man you are ready for him. It

BUSINESS EFFICIENCY
Continued

may take you three months to do it, but get it.

Then there is the friendly man who either mistakes the salesman for a customer or else flatters him to ease his exit. The type is discust in the following:

> Suppose you go into a store. The merchant mistakes you for a customer, smiles, and says: "I will be with you in a minute."
>
> He is bound to be embarrassed when he finds out his mistake, so you have to save him that embarrassment. He has a professional attitude toward the people who come into his office or store. The next man may be going to buy. He has to be pleasant to play his game. When he looks up, he has to smile. It is a professional smile. We all have to smile professionally. But make it a genuine smile; be genuine about those things if you possibly can.
>
> You know we start making believe we like a certain thing or a certain person and we generally end up that way—by liking it or him. Well, you have to save this man any embarrassment. Check him before he gets a chance to speak and say, "I am a salesman."
>
> You must immediately correct his mistake, so you say: "Don't be pleasant to me; I am not a customer for you, you know. I am a salesman come to sell you."
>
> "Sure, come on in and sit down," he's likely to answer. Then right off he says to you, "What have you got?" You go ahead and tell him about your proposition. He doesn't ask a question, but encourages you to go ahead. After you have got most of it out of your system, and the pain and pressure of it is off your chest, he says: "Have you been with this firm of yours long? Do they give you good pay?"
>
> "Yes."
>
> "Well, a good man like you should be out selling such and such a line. Do you know So-and-so over there? They are fine people. They will treat you right. Go around and see them. Here is my card. Tell them I sent you. Well, good-by, old man."
>
> And out you go. Where is your order? You have been side-tracked.
>
> I often have to see salesmen at my desk. After they have talked for a few minutes about their proposition I have it pretty well sized up. Suppose I don't want to buy? I don't want to tell that man I don't want this or that, because I have been through the mill and up against the same game. I don't want to discourage him in any way. I want to encourage him if possible without buying his goods. I want to tell him how good he is. It gives a man a little more enthusiasm—a little more steam. Do that, if you have occasion to see salesmen, but don't let prospects pull it on you. If a prospect starts on that line; tells you how good you are; that you should be handling another line and that you should see So-and-so for another job, don't let him side-track you. You want his order. So tell him, "I will get that job as soon as you sign up here," or, "I will be a better salesman by getting you to buy this." Remember, get that order. Get him to sign the order. That is what I mean by caution.
>
> The suspicious man can best be handled

HEINZ
Vinegars

Every drop awakens flavor

If the success of a salad depends on the dressing—and it certainly does—then it follows that the success of the dressing depends on the vinegar used.

The name Heinz on a bottle of Malt, Cider or White Vinegar stands for something special. Back of that name stands a reputation based on years of experience, the choicest materials, skill in making and long aging in wood. The flavor is a thing to be remembered—to be remembered by the name Heinz.

Sold in pint, quart and half-gallon bottles filled and sealed in the Heinz establishment.

HEINZ Imported Olive Oil

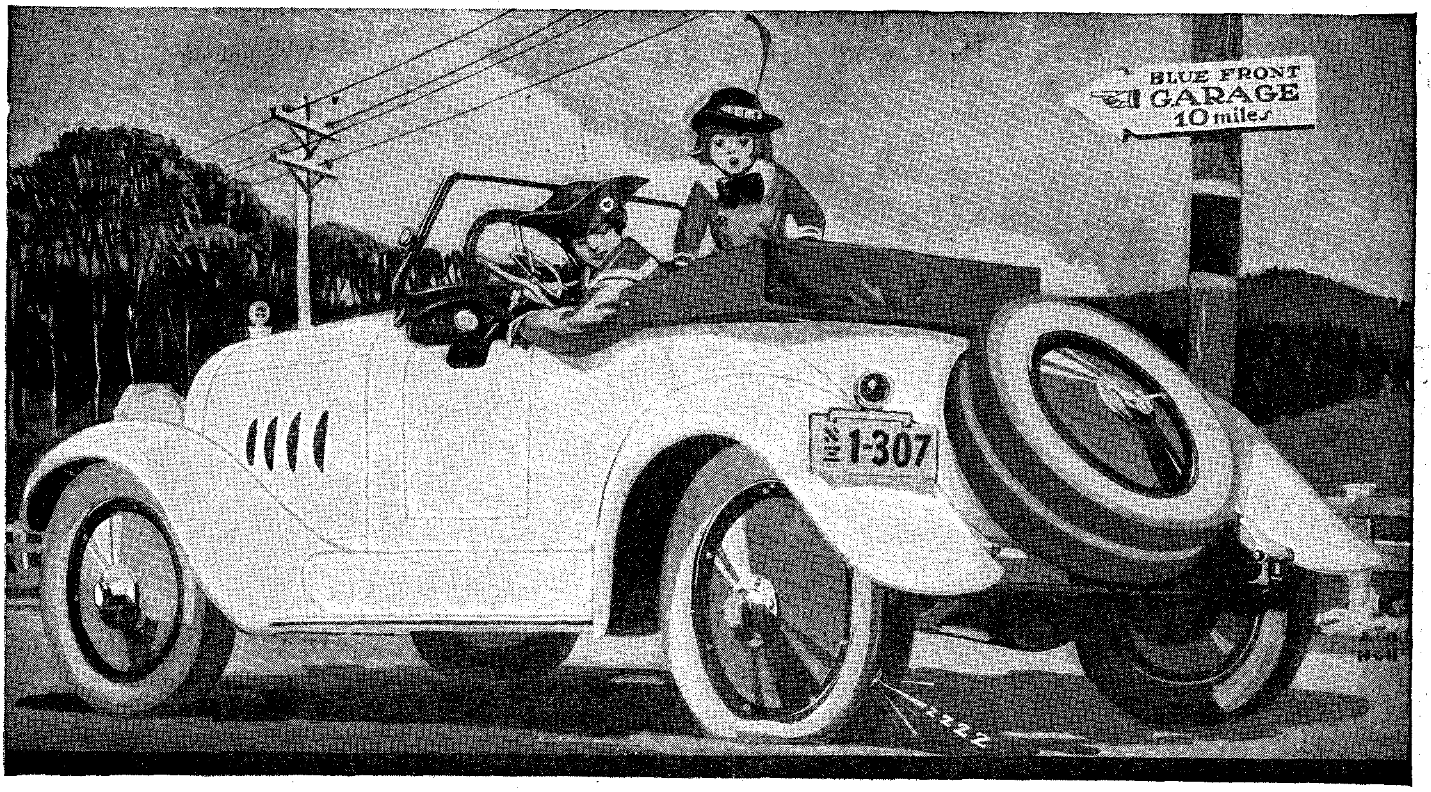
Pressed at the Heinz plant in Seville, Spain, from selected olives. Absolutely pure and full flavored. The same rigorous methods of cleanliness prevail there that characterize the Home of the 57. In bottles or tins.

Some of the 57

Spaghetti
Baked Beans
Apple Butter
Tomato Ketchup

All Heinz goods sold in Canada are packed in Canada

HEINZ
PURE MALT VINEGAR
HEINZ
OLIVE OIL



"Pollyanna" with a flat tire

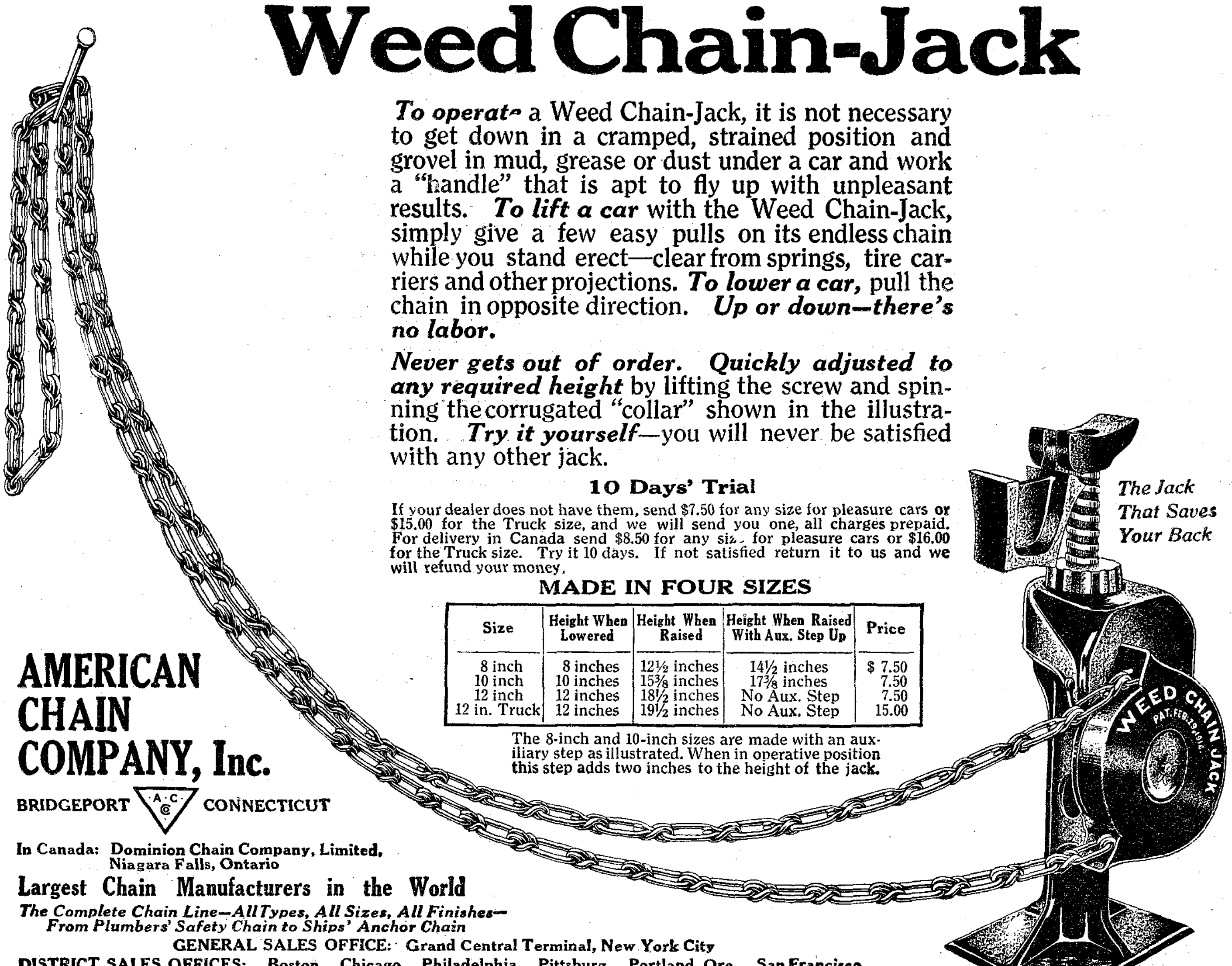
—*There's a good reason for her Cheerfulness*

Her car is equipped with a

Weed Chain-Jack

To operate a Weed Chain-Jack, it is not necessary to get down in a cramped, strained position and grovel in mud, grease or dust under a car and work a "handle" that is apt to fly up with unpleasant results. ***To lift a car*** with the Weed Chain-Jack, simply give a few easy pulls on its endless chain while you stand erect—clear from springs, tire carriers and other projections. ***To lower a car,*** pull the chain in opposite direction. ***Up or down—there's no labor.***

Never gets out of order. Quickly adjusted to any required height by lifting the screw and spinning the corrugated "collar" shown in the illustration. ***Try it yourself***—you will never be satisfied with any other jack.



The Jack That Saves Your Back

10 Days' Trial

If your dealer does not have them, send $7.50 for any size for pleasure cars or $15.00 for the Truck size, and we will send you one, all charges prepaid. For delivery in Canada send $8.50 for any size for pleasure cars or $16.00 for the Truck size. Try it 10 days. If not satisfied return it to us and we will refund your money.

MADE IN FOUR SIZES

Size	Height When Lowered	Height When Raised	Height When Raised With Aux. Step Up	Price
8 inch	8 inches	12½ inches	14½ inches	$ 7.50
10 inch	10 inches	15⅜ inches	17⅜ inches	7.50
12 inch	12 inches	18½ inches	No Aux. Step	7.50
12 in. Truck	12 inches	19½ inches	No Aux. Step	15.00

The 8-inch and 10-inch sizes are made with an auxiliary step as illustrated. When in operative position this step adds two inches to the height of the jack.

AMERICAN CHAIN COMPANY, Inc.

BRIDGEPORT A.C.C. CONNECTICUT

In Canada: Dominion Chain Company, Limited,
Niagara Falls, Ontario

Largest Chain Manufacturers in the World

The Complete Chain Line—All Types, All Sizes, All Finishes—
From Plumbers' Safety Chain to Ships' Anchor Chain

GENERAL SALES OFFICE: Grand Central Terminal, New York City
DISTRICT SALES OFFICES: Boston Chicago Philadelphia Pittsburg Portland, Ore. San Francisco

BUSINESS EFFICIENCY

Continued

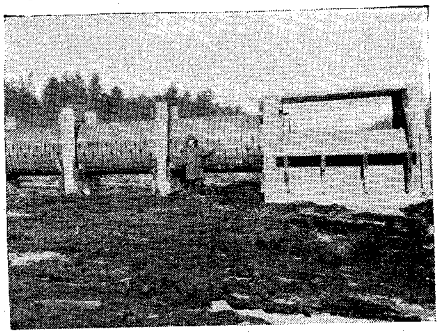
by allaying his suspicions, if such a thing be possible. This will depend on what makes him suspicious. Some men are "hicks," either in city or country, and they suspect everybody and everything because they were born that way and possibly are crooked themselves. Mr. Barstow advises the salesman to look out for these persons. As for the man who is suspicious because he has been "stung," we read:

> Handle him with frankness and candor, and with proof. Suppose you are going to a man who doesn't believe in advertising in newspapers. You want to sell him space in your paper. He doesn't believe people read it; he doesn't believe they would believe it if they read it; and he doesn't believe they will buy anyway if they do believe it. You know the kind. How are you going to sell that man a "three-column-six" in your paper? By proof and frankness. So you say: "As a matter of fact, Mr. Jones, we don't have a circulation of 75,000. It is actually only 72,400, but I don't tell that to everybody. Everybody in our city does not read *The Illuminator*, but we have found that several thousand people do. As a matter of fact, out of several thousand people who read it, they don't all buy goods. Quite a number of them do, however. 'So-and-so' used such space and made such-and-such a number of sales." Then mention to him the results that some one in his own line has got by advertising in your paper. "Mr. So-and-so got such and such results by the use of our paper as an advertising medium. Advertising in our paper will pay you better than putting another salesman in your store." Remember, work your proof from start to finish. Make no statement you can't prove right in front of him. Prove five or six things, and he will commence to believe you. Your proposition has to be good enough to justify it.

NUTS AND EFFICIENCY MADE THIS WOMAN'S FORTUNE

PONDERING on the pleasant possibilities of profits in peanuts some time ago, Mrs. Viola V. C. Woodruff, a young college woman of Flushing, Long Island, decided that she would go into the salted-peanut business. She did not aspire to become the Salted Nut Queen of America, but merely thought she would salt and sell nuts for strictly local consumption. That was in November, 1913. Now her plant has an output of a ton a day of salted nuts of various kinds. The development of this flourishing business is described in the Philadelphia *Public Ledger* by Margaret Middleton:

> She bought ten pounds of peanuts and prepared them over her own kitchen stove. She made a magnificent beginning by selling one dozen ten-cent packages to a local drug-store. After that, for a little while, it looked as if the family larder would be overstocked with the rest of those ten pounds of salted nuts.
>
> But it was only for a very little while, for Christmas was coming, and the dozen packages which were sold from the local drug-store promptly made a reputation for themselves in the town of Flushing.
>
> Christmas orders began to come in, not only from that particular drug-store and from particular friends and well-wishers, but from other stores and from a great many people of whom she had never heard before. It soon became obvious that even by working early and late she could not possibly get out the Christmas orders without help. She employed a young girl with the understanding that she would be needed only for the Christmas season.
>
> But the anticipated Christmas slump did not come. On the contrary, regardless of season the business steadily increased. So not only was the first girl kept, but a second one was employed.
>
> By the following April the home kitchen proved too small for the now very flourishing little business, and the big, airy basement of the house, with its southern exposure, was turned into a workshop and equipped for the V. V. Salted Nut business.
>
> And then by October, 1917, that thriving infant industry, which was growing almost uncomfortably fast, had to be moved again, this time to a large garage in the rear of Mrs. Woodruff's home. Her employees now numbered ten.
>
> She had begun with ten pounds of nuts. It wasn't so very long before she was turning out a hundred pounds of nuts, and then it wasn't so very long before it was a hundred pounds a day.
>
> She thought at first she was salting nuts for Flushing, N. Y., but now she finds that she is salting nuts for the United States; instead of that one drug-store in Flushing, she now is selling to drug-stores everywhere, and to wholesale grocers as well, and confectionery jobbers and retail dealers, and to delicatessen stores and to caterers.
>
> One of her most important customers was the Salvation Army. And during the war she sent off in a single order five tons of salted nuts for overseas shipment for the Salvation Army. The Government of the United States was another esteemed customer, and in the spring of 1919 she sold her Government over a million five-cent packages.
>
> She began with salted peanuts, and now besides peanuts she is salting almonds, Brazil nuts, walnuts, pecans, filberts, pignolias, pistachios, and cashews. She is making glacé nuts and spiced nuts, and recently she added a Brazil-cracking department in which she cracks Brazil nuts and sells the meats to wholesale bakers' supply-houses.
>
> For a long time she was her own buyer and salesman and general manager. But now she has several salesmen, one of whom devotes his entire time to the work.
>
> All of which I think sounds too easy to be true. Things like that don't really happen in the business world of to-day, with success so smooth and quick and perfect, and so far-outreaching expectations and ambitions. And yet there it is, for any one who wants to investigate, as true as true can be.
>
> "Didn't you ever have anything discouraging happen?" you ask Mrs. Woodruff.
>
> Mrs. Woodruff is amused.
>
> "Didn't I ever have anything discouraging happen?" she repeats. And then, still amused, she adds, "Why, there was time and time again that you couldn't see over the mountains of discouragements to anything encouraging beyond."
>
> I suppose one has got to take her word for it. But on the surface it does not seem as if her career had been a vale of trials.



PUBLIC HEALTH DEPENDS ON IT

Sewage must be properly disposed of —to safeguard the health of any community.

What means is your municipality employing or advocating to convey sewage most efficiently and economically?

The marked success of

CONTINENTAL WOOD STAVE PIPE
"The Pipe That Serves"

in serving countless municipalities with a satisfactory sanitary and run-off sewer system recommends it for consideration in your community.

It is economically installed and maintained. It's made of the sturdy Douglas Fir—that means rugged durability and endless service.

Our service department is maintained for your convenience. Write, or have your engineer send for booklet.

CONTINENTAL PIPE WORLD WIDE SERVICE

CONTINENTAL PIPE MFG. CO.
General Office:
Dept. A, SEATTLE, U. S. A
Eastern Office:
3904A Woolworth Building,
New York City

Cuticura Talcum is Fragrant and Very Healthful

Sample free of Cuticura Laboratories, Dept. 7, Malden, Mass. 25c. everywhere.

INSYDE TYRES
--genuine inner armor for auto tires. Double mileage; prevent punctures and blowouts. Agents wanted.
American Accessories Co. Dept. 317 Cincinnati, Ohio

It's mighty convenient to have a can of U.S.N. Deck Paint around the house. You can depend absolutely on its quick-drying, washability, durability. Twenty-five shades to select from. Ideal for general use.

THE BILLINGS-CHAPIN CO.
Boston Cleveland New York

U.S.N DECK PAINT
for porches, floors and walls
DRIES HARD OVERNIGHT

REVIEWS - OF - NEW - BOOKS

A RAINBOW OF PERILS

THE only colorful peril that the world was formerly threatened with at the hands of its alarmists was the "yellow" one, and the only source from which this was supposed to issue was the Far East. Nations not in proximity took a comfortable satisfaction in their remoteness both from the peril and its source, but this complacency is jarred by a Harvard professor, Lathrop Stoddard. In his "Rising Tide of Color Against White World Supremacy" (Charles Scribner's Sons) he adds a Brown, a Black, and a Red peril to the former Yellow, and conjures these menaces from any quarter of the globe where non-white races may dwell.

The "color question" is rapidly developing into a problem of world-wide importance. "More than a decade ago," says Professor Stoddard, "I became convinced that the key-note of twentieth-century world-politics would be the relations between the primary races of mankind." His book is an exhaustive analysis of the whole question of race movements and aspirations, and their bearing upon the supremacy of the white races. The war, to Professor Stoddard, forced us to face the issue: if the whites would combat deterioration and extinction, they must stand together. The war is the greatest possible blow to a solidarity that is of vital importance. The colored races have recognized the fact, and in their own way taken advantage of it. "Thus the colored world, long restive under white political domination, is being welded by the most fundamental of instincts, the instinct of self-preservation, into a common solidarity of feeling against the dominant white man, and in the fire of a common purpose internecine differences tend, for the time at least, to be burned away. . . . Tho freed from imaginary terrors, the colored world accurately gaged the white man's practical strength and appreciated the magnitude of the task involved in overthrowing white supremacy."

The writer, after a preliminary survey of the field, considers in turn the four great colored races: the Yellow, the Black, the Brown, and the Red. Japan's commercial and imperial aims are set forth mainly from Japanese authorities; the situation in India and Egypt is treated in a similar fashion. The Blacks present a problem of a rather different sort, as do the Reds of South and North America. They do not appear to threaten the white civilization as do the Yellows and the Browns.

"The crux of the African problem therefore resolves itself into the question whether the white man, through consolidated racial holds north and south, will be able to perpetuate his present political control over the intermediate continental mass which climate debars him from populating. This is a matter of great importance, for Africa is a land of enormous potential wealth, the natural source of Europe's tropical raw materials and foodstuffs." Summing up the African question, he says: "In short, the real danger to white control of Africa lies, not in Brown attack or Black revolt, but in possible white weakness through chronic discord within the white world itself."

The Red races in South America present a problem that is, perhaps, not so serious to the rest of the world as the other problems considered in this book, but it is a problem fully as perplexing. "Such is the situation in mongrel-ruled America: revolution breeding revolution, tyranny breeding tyranny, and the twain combining to ruin their victims and force them ever deeper into the slough of degenerate barbarism. The whites have lost their grip and are rapidly disappearing. . . . Anarchy seems destined to continue unchecked." Latin America is not, however, in a hopeless plight: " . . . White victory in Latin America is sure—if internecine discord does not rob the white world of its strength. In Latin America, as in Africa, therefore, the whites must stand fast—and stand together."

The whites, in the ascendency during the past four hundred years, begin to show signs of weakening. "The year 1900 was, indeed, the high-water mark of the white tide which had been flooding for four hundred years. At that moment the white man stood on the pinnacle of his prestige and power. Pass four short years, and the flash of the Japanese guns across the murky waters of Port Arthur Harbor revealed to a startled world the beginning of the ebb." And the Great War of 1914 was but another step in the descent, the disintegration of white solidarity. "The Great War has thus unquestionably left Europe much poorer in Nordic blood, while conversely it has relatively favored the Mediterraneans. Madison Grant well says: 'As in all wars since Roman times, from the breeding-point of view the little dark man is the final winner.'"

The white man must face the facts, for, as Professor Stoddard says: "The white world thus still has its choice. But it must be a positive choice. Decisions—firm decisions—must be made. Constructive measures—drastic measures—must be taken."

What measures does the writer advocate? The necessity for effecting a stronger solidarity of the white races has already been touched upon. The white world, arrayed against the colored world, is on the brink of danger. "The prospect is not a brilliant one. Weakened and impoverished by Armageddon, handicapped by an unconstructive peace, and facing internal Bolshevik disaffection which must at all costs be mastered, the white world is ill-prepared to confront the rising tide of color." But Bolshevism, is, of course, more a symptom than a disease. Getting down to fundamentals, Professor Stoddard advocates primarily a system of world eugenics.

So far as the United States is concerned, immigration must be stopt. " . . . At its best, the immigrant tide could not measure up to the colonial stock which is displaced, not reenforced, while latterly it became a menace to the very existence of our race, ideals, and institutions."

The argument, it is seen, applies not only to colored but to white peoples. "The perturbing influence of recent immigration must vex American life for many decades." The melting-pot theory is dead. A mixture of races, even of peoples, results merely in "a perplexing diversity in ancestry."

"Colored immigration is a universal peril, menacing every part of the white world. Nowhere can the white man endure colored competition; everywhere 'the East can underlive the West.' The grim truth of the matter is this: The whole white race is exposed, immediately or ultimately, to the possibility of social sterilization and final replacement or absorption by the teeming colored races."

The "irreducible minimum," says Professor Stoddard finally, comprises an undoing of the "wretched Versailles business." Secondly, some sort of understanding must be reached between the white world and "renascent Asia." We must relinquish our commercial domination. Thirdly, immigration of "lower human types like those which have worked such havoc in the United States must be rigorously curtailed."

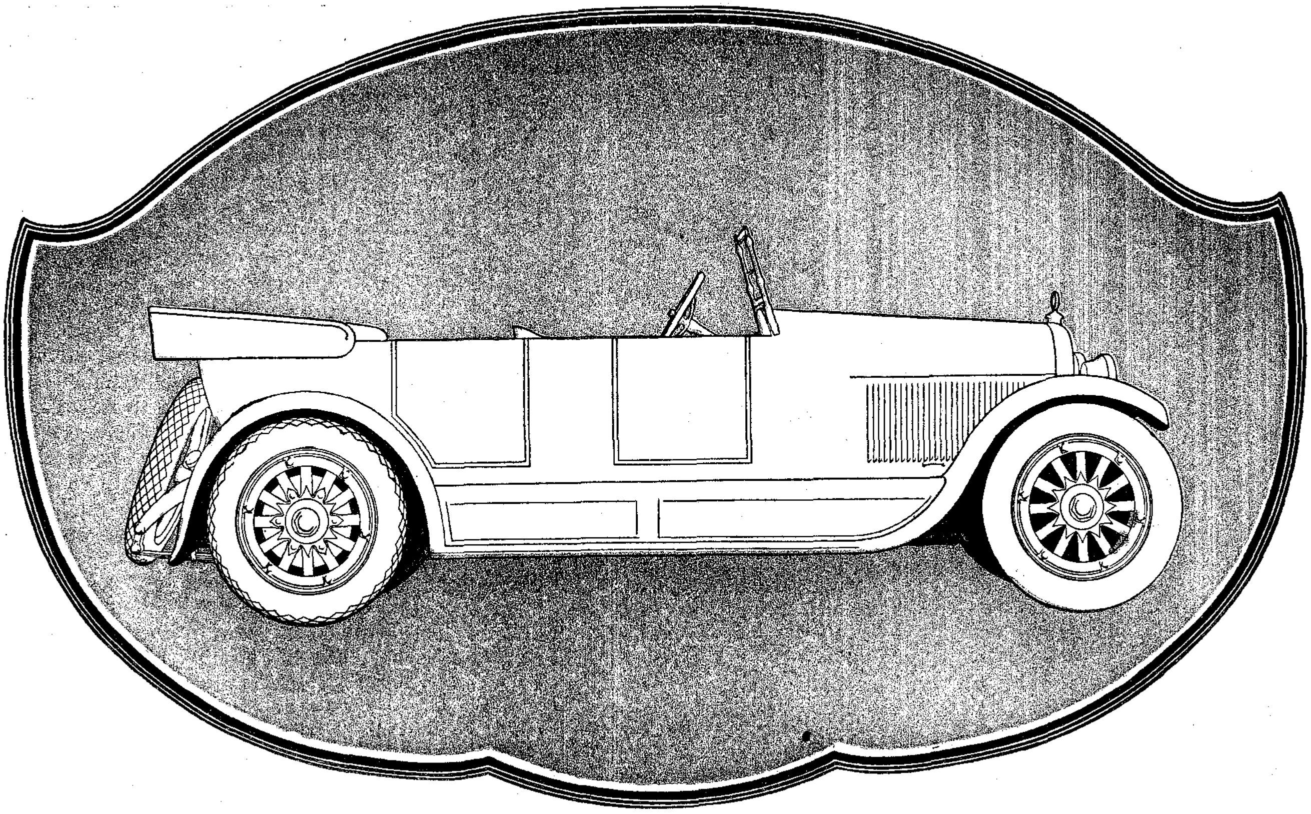
AMBITIOUS ALLEGRA

ALLEGRA was a young actress, talented, charming, and "in stock." But Allegra was very ambitious, and she hadn't the faintest intention of remaining in stock. Her great desire was to get a chance in a London company, for she dearly loved her art, and was quite sure that, given an opportunity, she would succeed. So when she met Paul Staniland at the quaint old inn at Bitley, the first question she asked herself was whether he could be of use to her.

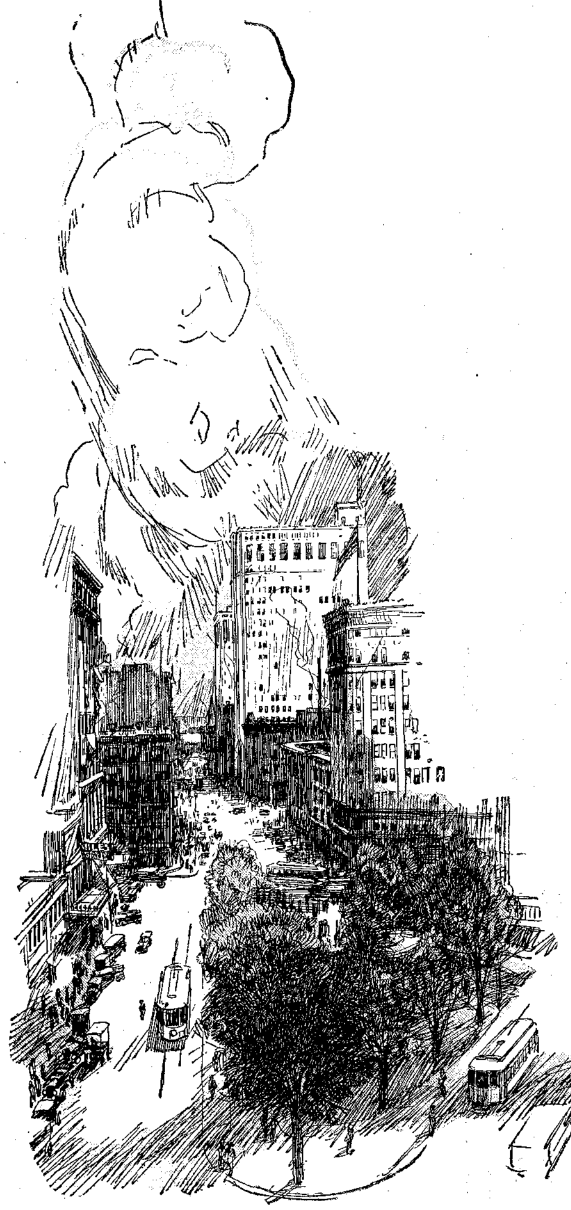
"He was clever, she was sure of that; he was quick and sympathetic; he probably had quite unusual power, of sorts—but did he know influential people? To Allegra, managers, 'stars,' dramatic critics, and people possest of money who were ready to back plays were the only influential people who really mattered."

And as it proved, Paul was of a very great deal of use to Allegra. For he found this pretty girl who gives her name to L. Allan Harker's new novel (Charles Scribner's Sons) a very delightful young person indeed. He had dabbled a little in playwriting, and when his friend Dallas Flint, who knew "more of theatrical law than anybody else," suggested to him that the popular novelist, Matthew Maythorne, wanted to have one of his books dramatized, and was looking for a "ghost" to do the work, Paul agreed to try it. Then Paul persuaded Dallas Flint to go down to Westingley and see Allegra as *Nora* in "A Doll's House," and so procured her a chance to understudy Winifred Weir in the important part of *Mellory* in the play, which was supposedly a dramatization of Maythorne's novel and was really Paul's own work. Allegra was delighted, and when Winifred's throat gave out just before the opening night she played *Mellory*, and made a hit—as she had been quite certain she would.

For Allegra was perfectly confident of her own gifts. Yet she wasn't exactly vain, she was only extraordinarily conscious: "Not of myself, only of the acting me. . . . I think one of the reasons I hate pretense and false modesty and so-called 'tact' and every sort of humbug so intensely, is that the other me has to be so many different people." She had, too, "an intuitive selection of the shortest way to any good she had in view," and she was honest and sweet-tempered and



The JORDAN Silhouette



A City of Hopes realized—Detroit

STEP into the Jordan and you will experience a rare sensation.

The body sides are deep—but not high because the cushions are extremely deep and rest almost on the floor.

You sink down at a perfect comfort angle, conscious of no effort—no need to brace yourself to keep from sliding forward or sideways.

The soft, hand-buffed leather, with quaint lustre and narrow French pleats, wells up around you.

The arm rest is in just the right position. Your knees are not too high. You feel that satisfying sense of lounging, for you ride in the car and not on top of it.

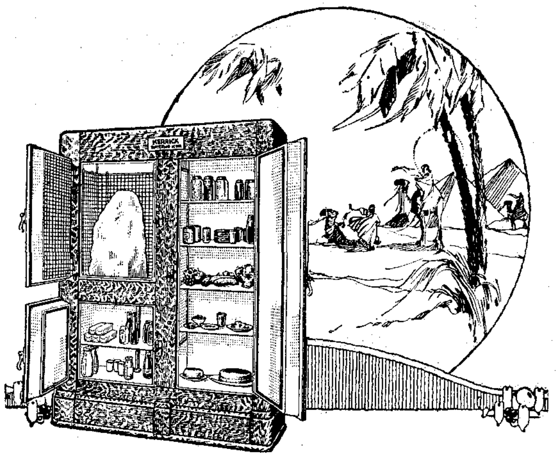
And then, like a spirited horse—full of life, muscular and alert, the Jordan responds to the slightest touch.

Light, yet perfectly balanced, its every motion is forward. No ruinous side-sway. No jerky up and down motion.

To drive or ride in a Jordan is to experience the kind of motor comfort Europeans know.

JORDAN MOTOR CAR CO., Inc., *Cleveland, Ohio*

JORDAN



Dry as the Desert Winds

But cold as the water that trickles from the oasis spring is the air in the Herrick Refrigerator. Both qualities are necessary to perfect refrigeration and both are found within the insulated walls of the prize-winning Herrick.

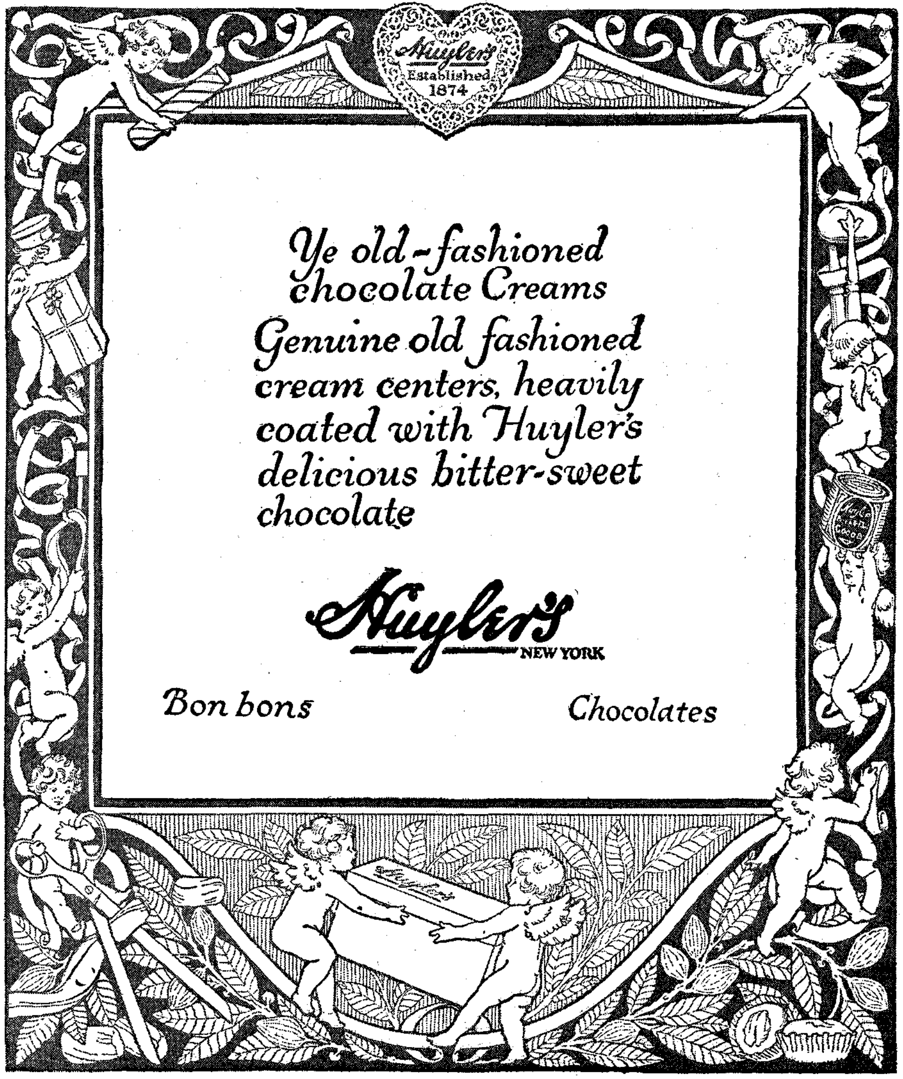
Herrick air currents circulate in a perpetual, freshening activity and keep walls and shelves constantly dry. No moisture can remain to taint the food.

Write for name of nearest Herrick dealer

HERRICK REFRIGERATOR COMPANY
1006 River Street, Waterloo, Iowa

Don't say "Ice Box"; say
HERRICK REFRIGERATOR
DRY AIR SYSTEM
There's a Difference

Outside Icing Convenience and 26 other Herrick features described in free booklet.



Huyler's Established 1874

Ye old-fashioned chocolate Creams

Genuine old fashioned cream centers, heavily coated with Huyler's delicious bitter-sweet chocolate

Huyler's NEW YORK

Bon bons Chocolates

REVIEWS OF NEW BOOKS
Continued

straightforward. But she was quite capable of becoming very angry, and it was in a fit of pique at what seemed Paul's neglect of her that she promised to marry the rich, fatuous self-advertiser, Matthew Maythorne. Not until she had been engaged to him for some little time did she begin to ask whether it was a fact that "even the most gifted young actress couldn't accept all the pleasant things a rich and adoring husband could give her, unless she was prepared to give in return a great deal more than Allegra saw herself giving at that moment." Maythorne had been married before; he had two children, and a large establishment—and Allegra had no intention of allowing anything to interfere with her profession.

Nevertheless, she might have held to her engagement had she not discovered that the play Maythorne claimed as his was entirely Paul's work, that Maythorne "didn't write a line of it, and what's more, he didn't suggest a single situation in it." Allegra couldn't endure deception, and she had made up her mind to break her engagement before Paul walked into her rooms. But Paul did walk in, and when Maythorne found him there consoling Allegra in the time-honored fashion he "took off his hat and flung it in Paul's face."

But Allegra didn't marry Paul either. "There existed something she cared for more than for Paul," fond tho she was of him, and she told him so frankly. "I'm more interested in my work than in anything or anybody in the world . . . you never would be content to come second, and, just now, there is something else that comes a long way first with me." All the same, she didn't like the thought of his marrying another girl, so Paul—well, as he said himself: "I'm a patient fellow, and persevering."

CHEMICALS AS CATALOGED

A REFERENCE volume for all persons who require data regarding chemicals and their substances used in manufacturing and laboratory work is "The Condensed Chemical Dictionary" (The Chemical Catalog Company), by F. M. Turner, D. D. Berolzheimer, W. P. Cutter, and John Helfrich. It is issued by the Committee of the American Institute of Chemical Engineers, in conjunction with the American Chemical Society and the Society of Chemical Industry, appointed to supervise the compilation and formulate the specifications and standards of the Chemical Engineering Catalog.

Mr. F. M. Turner is the technical editor of the work, which contains, in readily available form, much data that can not be obtained easily elsewhere. The editors emphasize "the great value of this dictionary to the non-technical user as a time-saver to all who do not have access to a good library," and they claim that "frequently a moment's reference will answer a question, whereas much more time would be consumed in getting the same information from other sources." A laudable precaution "has been taken to make the book accurate and complete within the limits set for it."

The work will be welcomed by all who labor in chemical fields, because it is practically the most recent word on the subject, but the writer regrets to place on record

REVIEWS OF NEW BOOKS
Continued

that the very first thing he sought for in the work he sought in vain, but found in the United States Dispensatory—Walnut leaves, or the product of *Juglans regia*, the leaves of which are used in regular and domestic medical practise as an efficacious remedy in scrofula, and as a topical application in malignant pustule.

AT THE GREAT ENGLISH PUBLIC SCHOOLS

THE oft-repeated assertion that the battle of Waterloo was won on the playing fields of Eton seems to be one of the pleasantest fictions that has ever come out of England. The implication, of course, is a glorification of athletics for the ordinary school-boy, but the effort of present-day Englishmen, at least some few of them, is to prove that neither the battle of Waterloo nor the battle of life could ever have been won with any such preparation as the British public school affords. All the long series of fictions beginning with "Tom Brown at Rugby" dealing with public-school life in England are bowled over by the latest one of that *genre* which has a belated publication in this country. It is called "The Loom of Youth" (George H. Doran Company), and was written by a youth of seventeen, named Alec Waugh. It appeared in England in 1916, when the author had just completed his public-school course and entered the Army, where he was unfortunately captured by the enemy and forced to spend some time in a German prison-camp. The novel in question comes to us simultaneously with a volume of essays by Austin Harrison entitled "Before and Now" (John Lane Company), one of the essays being on "Our Gentlemen's Schools." This book aims to accomplish the same purpose as young Mr. Waugh's novel, and gives, in a specimen interview, the general attitude of a public-school principal to a parent ambitious for his son's educational welfare.

"Do you teach the boys anything practical," said a prospective patron of the school, "such as carpentry, astronomy, physical science, botany?"

At the question the schoolmaster looked grave.

"Yes; they can knock boxes together if they like, but we find they prefer cricket."

"Religion?" he queried. And again the schoolmaster answered:

"We like to leave that for their mothers, but, of course, they go to church on Sundays."

"But don't you teach them any applied science; nothing useful then?"

"Well," returned the schoolmaster languidly, "we keep a chap here who occasionally makes—er—er—nasty odors in the lab."

"Ah," said the parent, "stinks."

The schoolmaster smiled, evidently relived at the parent's knowledge of the public-school jargon.

"Quite so," he returned, "stinks."

"Do you give them any practical training in life?"

"Well, no, but our usher bowls to them several hours a day in the summer at the nets. He is a capital left-arm bowler, I can assure you."

"But I am not concerned with their games," threw in the parent; "they get enough of that, I am sure. What about the arts?"

"You can't teach an English schoolboy art," retorted the schoolmaster sternly.

TIFFANY & CO.

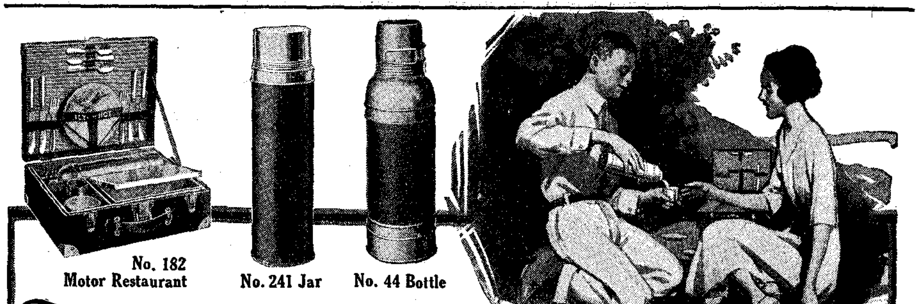
PEARLS JEWELRY SILVERWARE

SUPERIOR SERVICE BY MAIL

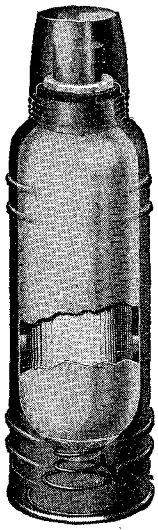
FIFTH AVENUE & 37TH STREET
NEW YORK

PARIS
25 RUE DE LA PAIX

LONDON
221 REGENT STREET


No. 182 Motor Restaurant
No. 241 Jar
No. 44 Bottle

Be at home in the Out o' Doors—
Bring Cold or Hot drinks and food in an
ICY-HOT
Built for Lifetime Service


X-Ray View

ADD to the real enjoyment of a dinner in the open and make the meal more nourishing by taking along ICY-HOT Bottles and Jars. In ICY-HOT Bottles you can carry cool, refreshing drinks or hot nourishing soup or coffee and serve it when and where desired without bother of preparation. ICY-HOT Jars provide hot vegetables, meat, and even keep ice cream and fruit ices frozen.

Send today for catalogue showing many different styles and sizes of ICY-HOT Luncheon Outfits, Carrying Cases and Motor Restaurants.

ICY-HOTS are Built for Lifetime Service.

Tip of inside glass bottle is at center—the only place where it can be thoroughly protected. Shock-absorbing rubber washer at neck of filler prevents liquids from seeping into metal case. Absolutely sanitary. Filler rests in rubber pad mounted on powerful coiled spring, which takes up jolts and jars and prevents breakage. Easily cleaned.

Look for name "ICY-HOT" on bottom. Ask your dealer. If he can't supply you, send us his name.

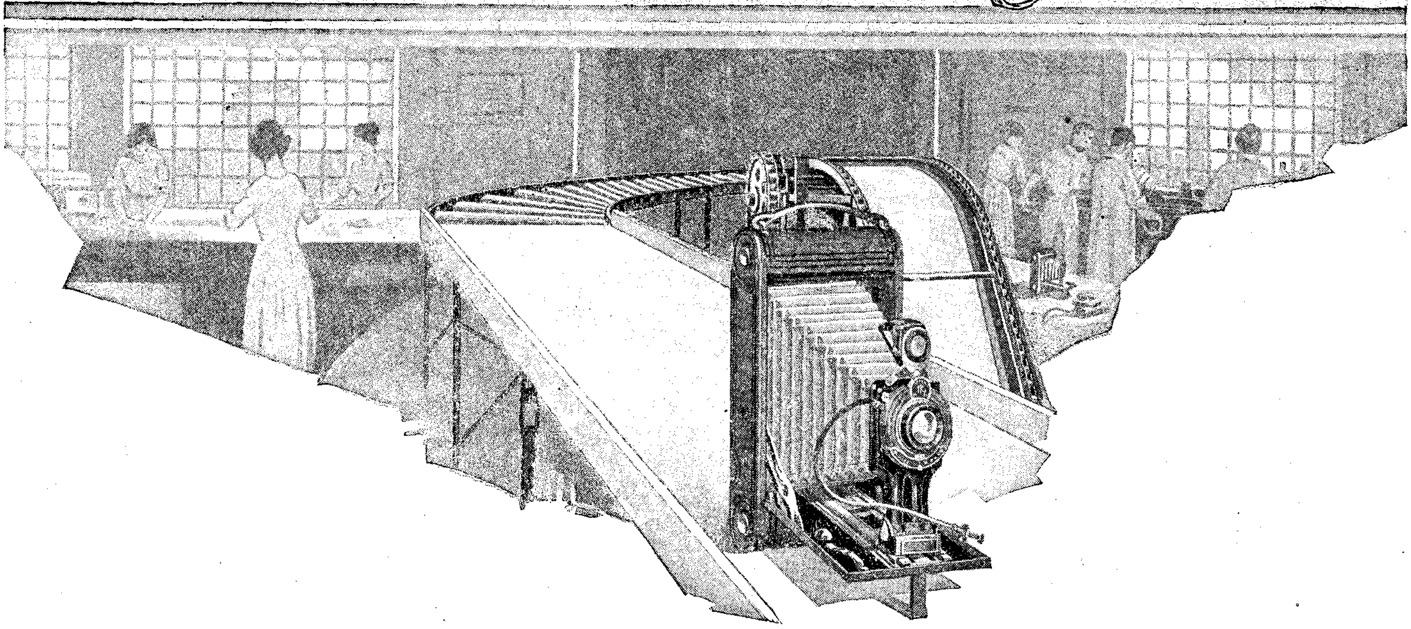
Write for illustrated catalogue.

THE ICY-HOT BOTTLE COMPANY
Dept. C-3 Cincinnati, Ohio

KEEPS CONTENTS COLD 3 DAYS: HOT 24 HOURS.

THE
ICY-HOT
BOTTLE CO.
Dept. C-3 Cin., O.
Please send circular and catalog.
Name ....
Address ....

Lamson Conveyors



Lamson Works for Kodak

THE Eastman Kodak Company use Lamson Conveyors because they increase production possibilities for a given equipment of machines and hands.

Lamson Conveyors keep things moving. In a Lamson-equipped plant the conveying of materials, parts, and finished goods goes on smoothly and steadily as long as there is anything to convey.

A complete Lamson Conveyor System means rapid unloading of material coming into the factory. It means continuous flow from the stock room through the manufacturing processes. It means assembly without waiting for parts from crowded elevators or passages jammed with trucks and porters. It means facilitated inspection. It means the highest efficiency in the packing and shipping departments, with delivery of the completed product directly to storage or to the car or truck that takes it away.

Lamson Conveyors put the carrying of things on a quantity basis, as with existing labor shortages and manufacturing costs it must be. The nature of the product makes no difference; for the Eastman Kodak Company Lamson handles lenses, films, and other light and delicate work; in other installations Lamson carries things as unlike as automobile engines, bottles, pig iron, hats, papers, and flour. And in every case the Lamson System increases production, reduces overhead, and solves a troublesome part of the labor problem.

"With my present facilities, how can I produce more goods?" is the question of many a manufacturer nowadays. Lamson engineers have answered that question for others and they stand ready to do the same for you. A line to the nearest branch office will bring one to you—and such a call involves no obligations.

THE LAMSON COMPANY

100 BOYLSTON ST., BOSTON, MASS.

Branches and Service Stations

Boston	100 Boylston St.
New York	9–11 E. 37th St.
Philadelphia	210 N. Broad St.
Pittsburgh	319 Third Ave.
Baltimore	Equitable Building
Rochester	194 East Main St.
Detroit	97 Woodward Ave.
Cleveland	2063 East 4th St.
Cincinnati	119 East 5th St.
Indianapolis	Cor. Washington and Illinois
Los Angeles	221 San Fernando Bldg.
Chicago	6 No. Michigan Ave.
Omaha	418 McCague Bldg.
Minneapolis	320 Tribune Annex
San Francisco	617 Mission St.
St. Louis	709 Pine St.
Toronto	136 Simcoe St.
Dallas	905½ Elm St.
Seattle	215 Stewart St.
Washington, D. C.	426 Colorado Bldg.
Atlanta	30 Moore Bldg.
Vancouver, B. C.	603 Hastings St.

Additional Service Stations

New Orleans, 124 St. Charles St.
Albany, 22 So. Pearl St.
Buffalo, 194 Main St.
Kansas City, 210 New Ridge Bldg.

REVIEWS OF NEW BOOKS
Continued

"I see; and what about music? You can teach that. My boy is very musical, for example."

The head master looked ruffled and studied the ceiling.

"They learn a few hymns, I believe," he said at length.

"Well, you don't seem to teach them much," was the retort, whereupon the schoolmaster rose hastily.

This specimen conversation stood for some dozen of schoolmasters, we are told, who all appeared to resent parental inquiry and concern. "Whenever I spoke to them about work or tried to get some coherent idea of the curriculum, they looked ill at ease. The one subject which appeared to arouse them was sport, anything to do with a ball." One of the wives summed up the situation tartly:

"Well, Mr. Robinson," she said, "a school is a school, and we have never had any complaints."

From this little interview it may be possible to deduce the helplessness of the British parent in face of the omnipotence of the schoolmaster. "The Loom of Youth" takes a boy with his first days at school and carries him through to the end of the six years' course. He is thrown helplessly into the midst of the young barbarians, and one of the first conversations that he overhears emphasizes the schoolboy's idea of the dominance of sport:

"You know I think Meredith goes a bit far at times," came a voice from the middle of the room.

Bradford rose at once. "What the hell do you mean? Meredith go too far? Why, he is a splendid wicket-keeper, and far in the way the finest half-back in the school. You must allow a good deal to a blood like him."

"Oh, I know he is a magnificent athlete and all that, but don't you think he does rather a lot of harm in the house?"

"Harm? Who to?"

"Well, I mean there's Davenham now and—"

"Davenham," came the scornful retort. "What does it matter what happens to Davenham. He is absolutely useless to the house, rotten at games, and spends his whole time reading about fossils. Who cares a curse about Davenham?"

"Oh, I suppose you are right, but—"

"My dear ass, of course I am right. Meredith is simply a glorious fellow. Do you remember the way he brought down Freeman in the Two Cock. Why the house simply couldn't get on without him."

To Gordon, the hero of this story, this first overheard conversation conveyed very little, and we fear that there is much in this novel that will convey very little to an American reader, unless he takes the trouble to inform himself upon the nomenclature of public-school sports. The course of these sports involving for the most part cricket and Rugby football, or what is known to the schoolboy as "rugger," with the competitive matches, the small interests of a schoolboy's life, his teas, but especially his friendships, his classroom contests with despised masters—all these things are presented in the minutest detail and with a sense of reality that makes one of the most vivid of stories even for one who has to grope through the bewilderment of unfamiliar terms. One might say that the conclusion of the whole matter is that the British public school is an institution peculiarly designed for the ruining of young boys. But we are assured by Mr. Waugh that "the average person comes through all right. He is selfish, easy-going, pleasure-loving, absolutely without a conscience, for the simple reason that he never thinks. But he is a jolly good companion; and the freemasonry of a public school is amazing. No man who has been through a good school can be an outsider. He may hang around the Empire bar, he may cheat at business; but you can be certain of one thing, he will never let you down. Very few public-school men ever do a mean thing to their friends. And for the system that produces such a spirit there is something to be said after all.

"But for the boy with a personality, school is very dangerous. Being powerful, he can do nothing by halves; his actions influence not only himself, but many others. On his surroundings during times of transition from boyhood to manhood depends to a great extent the influence that man will work in the world. He will do whatever he does on a large scale, and people are bound to look at him. He may stand at the head of the procession of progress; he may dash himself to pieces fighting for a worthless cause, and by the splendor of his contest draw many to him. More likely he will be like Byron, a wonderful, irresponsible creature, who at one time plumbed the depths, and at another swept the heavens—a creature irresistibly attractive because he is irresistibly human."

Such a summary comes with startling force from a youth of seventeen who tells the story, doubtless, of his own school life, and depicts his own school enthusiasms, but at the same time is no wise misled by the meaning and the implication of it all. Matthew Arnold had his shot at schoolboys, and their occupations in his classic illusion to "the young barbarians all at play," and Kipling was even more bitter in referring to the "flanneled fools at the wicket and muddied oafs at the goal"; but when we recall how these same young barbarians acquitted themselves on the fields of Flanders we must admit that the previsions of both youth and age are often discomfited by sheer human nature.

Gordon, the hero of this tale, after his course was run, was overtaken with the conventional hour of reflection during the last chapel exercise. He had become a schoolboy hero in the games, but his own inner consciousness told him that he had not become the student which he had hoped for, and which his family had fondly expected of him, in going to Fernhurst. He had made acquaintance with some literature, he had neglected most of his school studies, but he had succeeded on the athletic field. "He felt himself that he had failed, but he knew that he was hailed a success. He half wished that in the light of experience he could go through his four years again; but if he did, he saw that in outward show, at any rate, he could never eclipse the glory that was his for the moment. He remembered that sermon over three years back in which the chief had asked each boy to imagine himself passing his last hours at school. How will it feel, the chief had said, 'if you have to look back and think only of shattered hopes and bright unfulfilled promises? . . . To the pathos of human sorrow there is no need to add the pathos of failure.' What was he to think?—he whose career had so curiously mingled failure and success. The predominant impression was one of anxiety. The world was full of pretense and deceit and he had no means of testing the real and the unreal. . . . He was on the threshold of life; and he stept out into the sunlight with a smile, which, tho it might be a little cynical as if he had been disillusioned, held none the less the quiet confidence of a wayfarer who knew what lay before him and felt himself well equipped and fortified 'for the long littleness of life.' "

THE DEVASTATIONS OF "INVINCIBLE MINNIE"

"THIS is not intended to be a romantic story, or a realistic story—not a tale of anything that ever did happen, only of something which *might have happened.* If you know a Minnie, as you very likely do, you will admit that, whether or not she is actually guilty of such deplorable exploits as herein narrated, she is certainly *capable* of them. Capable of *everything!*"

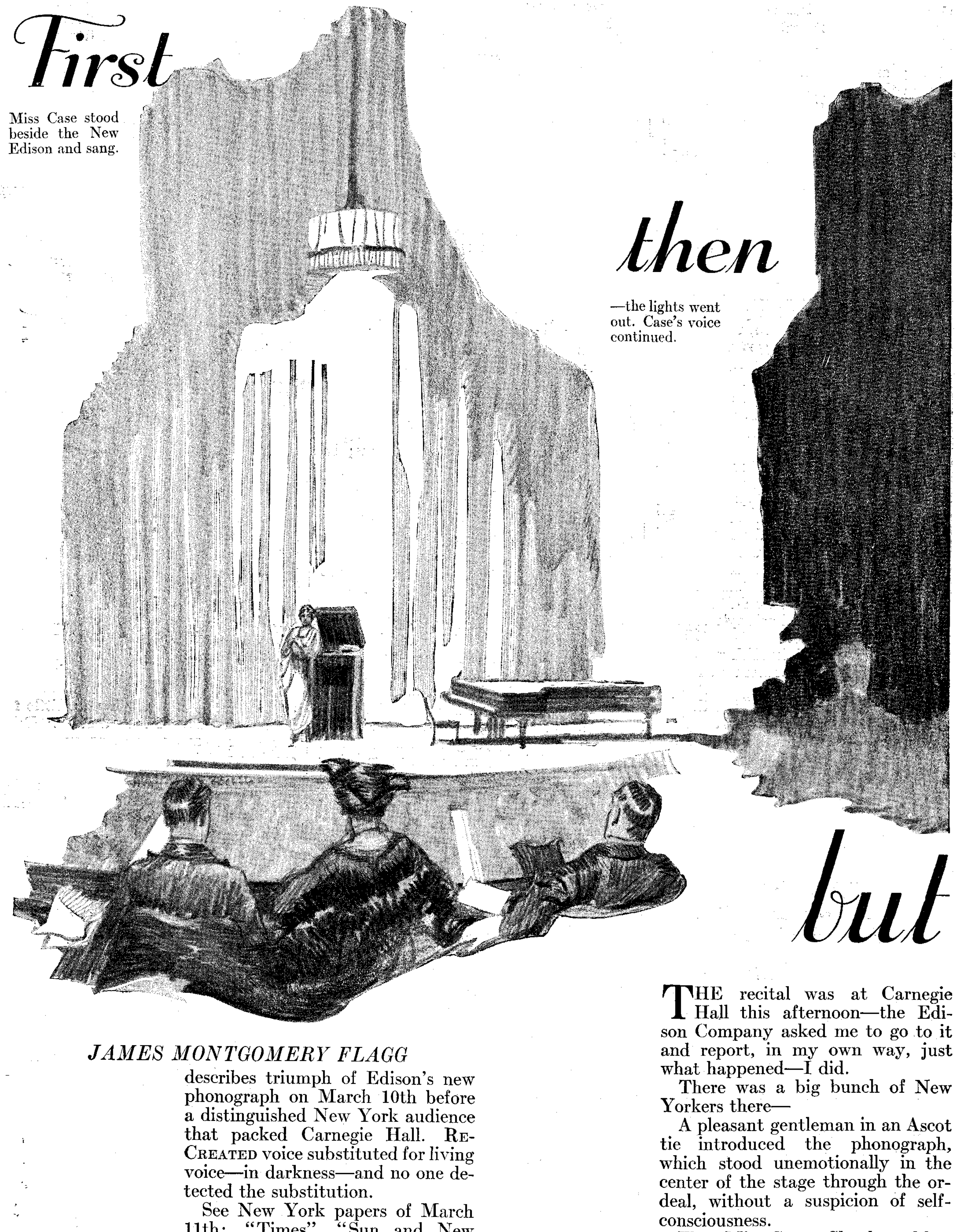
So does Elizabeth Sanxay Holding introduce the heroine of her first novel, "Invincible Minnie" (George H. Doran Company). Minnie is not in the least like the conventional heroine, of marvelous beauty and irresistible charm. She is a short, plump, dowdy little woman with "a dark, freckled face and an expression very pleasant and friendly." People called her "a womanly little soul." She was stupid, unsympathetic, unimaginative; but somehow she always had her own way.

"One might imagine a sort of allegorical picture of Minnie's progress. There would be Minnie, in her triumphal chariot . . . standing upright, her expression anxious but resolute, driving with careful skill the twin steeds which had carried her so well—Sex and Wilfulness, the latter with a single eye. Before her walk slowly the victims dedicated to sacrifice on her altar, Sandra and little Robert. Their poor little faces bear the shadow of their destiny. Behind her walk Frances, erect as ever, but incurably wounded—the woman robbed of her one love—and Mr. Petersen, the honest man despoiled of his good repute. And tied to the car itself, dragged stumbling in her wake, stript to the scornful gaze of the populace, ruined, broken, is Lionel, fastidious ruler of a tiny kingdom forever lost to him, shorn of all his pride and prestige, most pitiable of all her victims.

"And she never glances back; her gaze is stedfastly forward, toward the future, where her children will surely suffer and die. She never looks to one side or the other. . . . Never hears a friendly hail or a warning cry, or a call for help."

Minnie's very first victory occurred when, after their father's death, she persuaded her sister Frances to give up her plan of working her way through college, and go with her to their grandmother's home in Brownsville Landing. Frances, otherwise Frankie, didn't at all want to go to intolerably dreary Brownsville, but they had no money, and their grandmother offered to share her home with them. Not until they had been there for several months did they discover that their grandmother's income was three hundred dollars a year. She owed all the tradespeople, while the kindly, compassionate landlord, Mr. Petersen, had never received anything from her but promises. "She was a Defoe . . . and this was, to her, a fact of immense significance." Mr. Petersen, being merely a Swede, was to her an object of contempt. As he was to Minnie, even after she knew him to be in love with her.

It was Frances who presently broke away and had her "brief day" of love and happiness in New York, while Minnie remained at Brownsville Landing and took care of the old grandmother. Outwardly, Minnie was



First

Miss Case stood beside the New Edison and sang.

then

—the lights went out. Case's voice continued.

but

JAMES MONTGOMERY FLAGG describes triumph of Edison's new phonograph on March 10th before a distinguished New York audience that packed Carnegie Hall. RE-CREATED voice substituted for living voice—in darkness—and no one detected the substitution.

See New York papers of March 11th: "Times", "Sun and New York Herald", "Morning Telegraph", "Evening Mail", "Evening Sun", "Globe" and "Evening Telegram".

The NEW EDISON

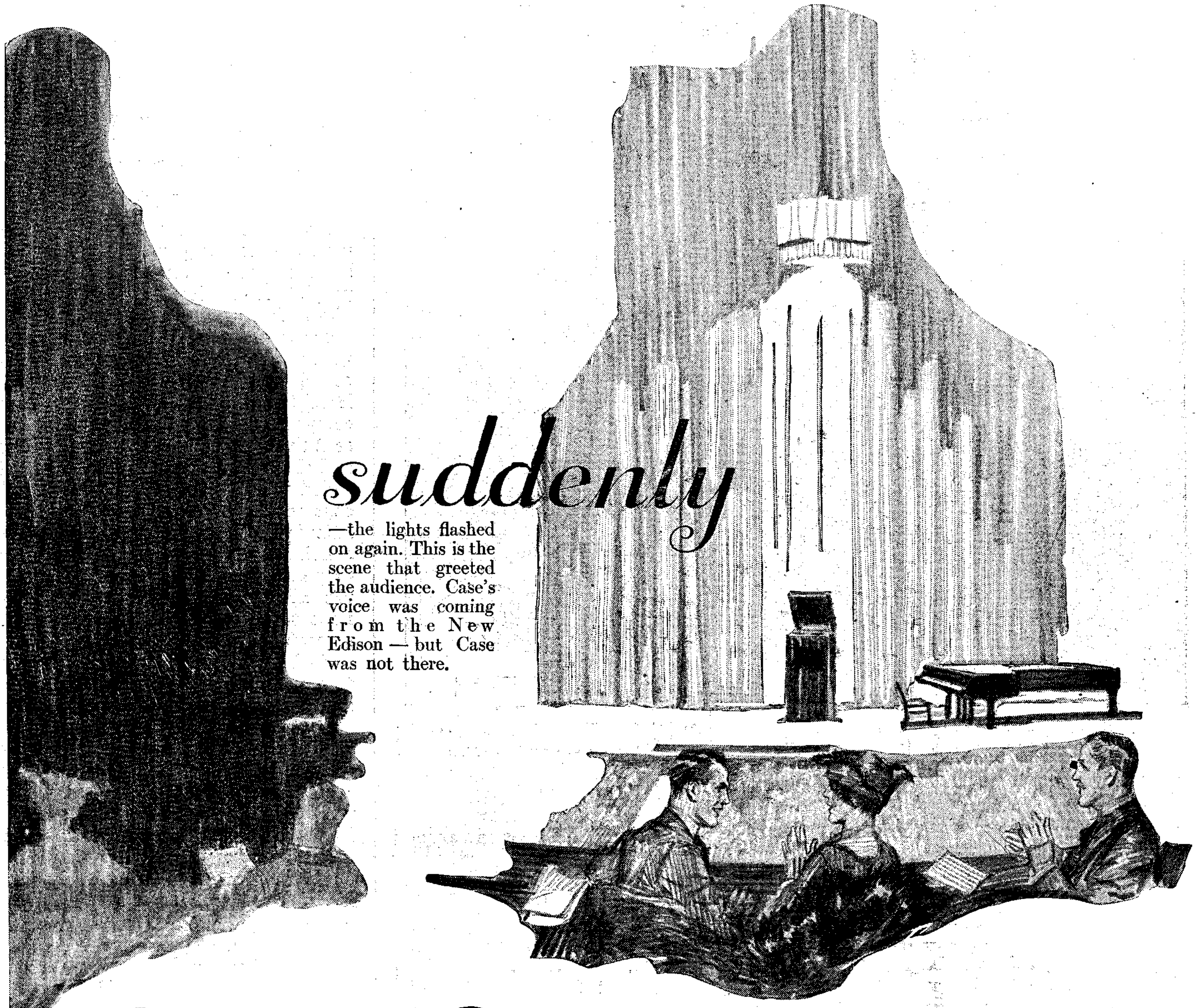
"The Phonograph with a Soul"

THE recital was at Carnegie Hall this afternoon—the Edison Company asked me to go to it and report, in my own way, just what happened—I did.

There was a big bunch of New Yorkers there—

A pleasant gentleman in an Ascot tie introduced the phonograph, which stood unemotionally in the center of the stage through the ordeal, without a suspicion of self-consciousness.

Then Miss Case. She draped her beautiful self in an almost affectionate posture against the phonograph. One of her own song recordings was put on the instrument, and they, Miss Case and the phonograph, sang together. Then she would stop and her other self would continue—then together again—I looked away and then back again—it puzzled me to



suddenly

—the lights flashed on again. This is the scene that greeted the audience. Case's voice was coming from the New Edison — but Case was not there.

Anna Case had gone

determine which was at the bat! She sang a charming duet with herself, too—one of them doing the alto business—I couldn't say which.

Then the tallest pianist in the civilized world, sometimes called Victor Young, played a charming thing accompanied by himself via the phonograph—lifting his fingers away from the keys now and again—I could SEE him stop playing, but I couldn't HEAR him stop—the recording was so exact. It was remarkable. Most piano selections on a reproducing instrument sound like Mamie Hooligan beating the old family box, if you recall the ones you've suffered through.

Then the big stunt of the recital—the dark scene. Miss Case began singing with the phonograph. At a certain stanza the house was suddenly darkened. The song went on. I was shooting my ears out like periscopes to detect the second when she would stop and leave the stage. I was sure I got it! But she seemed to be back again! Then I knew I was being completely deceived.

The flood of light came on again—but no Anna! Only the self-possessed and urbane phonograph standing there singing away. It might have been the singer herself—only it wasn't so good looking!

It was quite wonderful and the audience applauded and laughed. Two girls behind me said "Goo-gracious." It was both charming and astonishing.

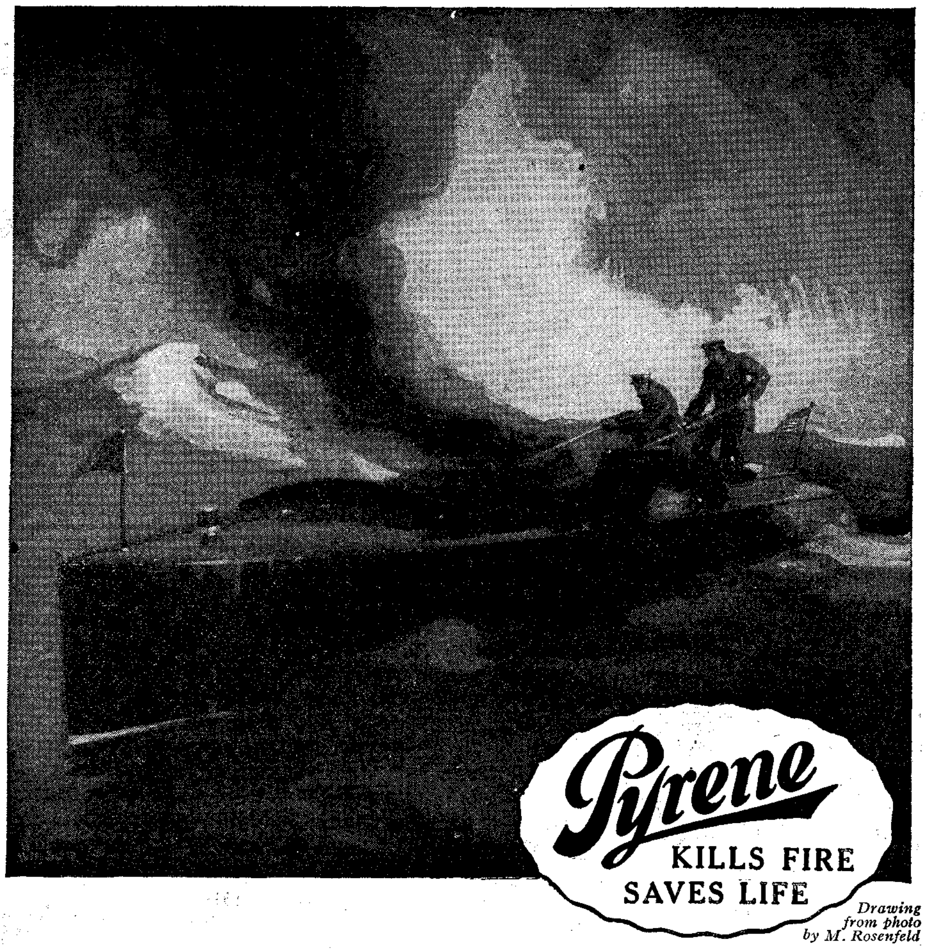
James Montgomery Flagg

Statement by A. L. Walsh, Director of Recitals for the Edison Laboratories:

"The instrument used at Carnegie Hall, New York City, on March 10th, 1920, is an exact duplicate of the original Official Laboratory Model, in developing which Mr. Edison spent more than three million dollars for research work. Every Edison dealer in the United States and Canada now has in his possession an exact duplicate of the instrument used at Carnegie Hall, New York—and will guarantee it, without quibble or question, to be capable of sustaining precisely the same tests as those made at Carnegie Hall on March 10th, 1920."

* * * * *

If you do not know the name of the Edison dealer in your locality, write us and we shall be glad to send you his name and address and a copy of "Edison and Music." Thomas A. Edison, Inc., Orange, N. J.



Drawing from photo by M. Rosenfeld

You Can't Step Ashore from a Motorboat Afire

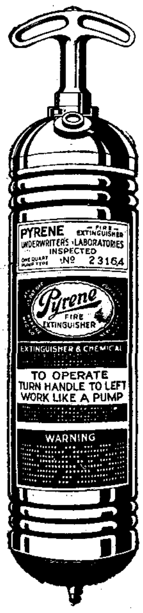
WITH a boat afire off shore, the passengers must kill the flames or jump overboard and swim for their lives.

Pyrene Fire Extinguishers will prevent a fire tragedy in your gasoline power boat.

Federal laws recognize the gasoline peril by requiring fire protection on all power boats over 24 feet long.

Pyrene kills gasoline flames while water only spreads such fires. $10. Sold by ship chandlers, hardware and electrical supply dealers and garages. Approved by United States Steamboat Inspection Service and the Underwriters' Laboratories.

PYRENE MANUFACTURING COMPANY, Inc.
17 East 49th Street, New York
ATLANTA CHICAGO KANSAS CITY SAN FRANCISCO
Pyrene Manufacturing Co. of Canada, Ltd., Montreal, P. Q.



REVIEWS OF NEW BOOKS
Continued

a martyr; as a matter of fact, she was enjoying her authority. But "she would never, never admit enjoying anything. Perhaps at the bottom of her queer little soul she was aware that the things she truly enjoyed were not altogether admirable—perhaps her spirit was appalled before her mind."

Not until Frances came home and announced her engagement did Minnie really start on her career of destroying other people's lives. By the very simple expedient of departing from the house while Frances was asleep and leaving her alone with the helpless old grandmother, Minnie contrived to reach the well-to-do aunt in Brooklyn who had offered her a place as companion. Then Lionel went to see her, sent there, actually sent there, by Frances, and she fell in love with him—at least she called it love—and made him "the innocent victim of a most cruel seduction." Minnie had no scruples; "she was simply convinced that no means used by her were or possibly could be bad, . . . and of all the allurements in the world, there is none to compare with the abandon of the respectable woman."

So Lionel, who had once been engaged to beautiful, honest Frances, "strong, eager, and splendid," married Minnie, convinced that he ought to admire her. "He felt that she . . . had sacrificed herself with a splendid ardor. He believed that he should, and did admire all this, that there was something noble in that greedy violence, that reckless seizure of what she desired." . . . "She's the best little woman on earth. An angel. Absolutely," he told his brother Horace.

It was this brother Horace, the successful business man, so unlike weak, charming, aristocratic-looking, sweet-tempered, and inefficient Lionel, who paid Lionel's bills, and loved him more than he ever knew. Lionel had no work, small prospect of obtaining any, and no ability to do it when he had obtained it. Horace paid the rent of the tiny little house in which baby Sandra was born, and which Minnie's slatternly ways quickly turned into a veritable pig-pen.

"They went on, God knows how, for two years. Always in debt, always harassed, gradually going down and down, their style of living always deteriorating, themselves becoming more indifferent, more slovenly." And then Horace died, he whose tragedy was "the tragedy of the man who is only a means of supplying others with money." And he did not leave Lionel one penny.

But Minnie was and remained "invincible." Mr. Petersen was well off, and it might be that he had not forgotten her. Her grandmother was dead, and Frances far away in California. So she took little Sandra and without letting Lionel know where she was going, much less what she was going to do, she returned to Brownsville Landing, declared herself a widow, appealed to Mr. Petersen's always ready compassion, and—married him! Also she turned his neat, comfortable house into the same slovenly, down-at-heel sort of place as the tiny cottage in which she had lived with Lionel. Soon after her rule began Mr. Petersen chanced one day to go into the formerly immaculate kitchen: "Dirty pots on the stove, the sink, even, unaccountably, on the chairs. And extraordinary things, which interested him, on the

REVIEWS OF NEW BOOKS
Continued

floor, egg-shells, toys, a pair of gloves." And yet; "He had toward Minnie an almost boundless tenderness. For one thing, he could see that she always *tried.*" And in justice to her, it must be admitted that she did.

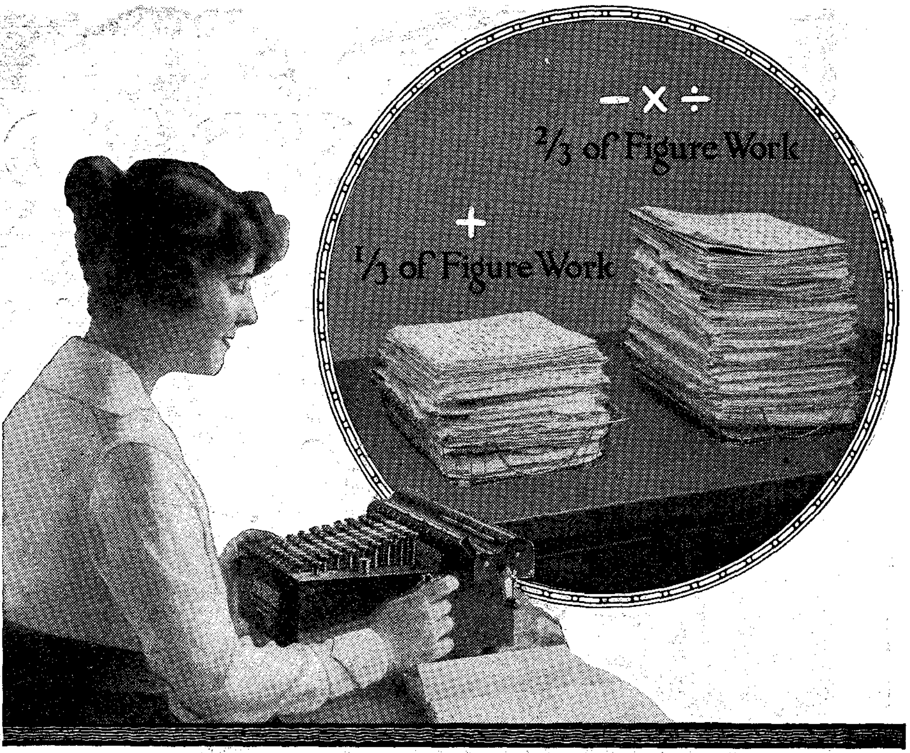
Of course, Minnie was a bigamist, but that didn't worry her at all. She had one argument with which she felt sure she could triumphantly meet any and every accusation: "I only did it for Sandra's sake. . . . A mother will do anything in the world for her child. If she is a true woman." That was what she told Lionel. After her second "marriage" she wrote to him that she had a good situation as housekeeper in a rich family, and asked him to come to a small place near Brownsville Landing, where she found rooms for him with a non-English-speaking family, and supported him on the money and food she stole from Mr. Petersen. And just before her baby was born she sent Mr. Petersen to bring him to the house, explaining that he was her brother.

So low had the once fastidious, once honorable Lionel been brought, that tho he went there intending to denounce her, he did nothing of the kind, but actually lived on in Mr. Petersen's house and accepted Mr. Petersen's charity, until Frances quite unexpectedly arrived from California, and, because she was grateful to Mr. Petersen for many kindnesses, went to see him. He told her of his marriage to Minnie, and of the "brother" who was living with them. So the truth came out, and poor Mr. Petersen's happiness was destroyed, as Frances's and Lionel's had been, and by Minnie.

But not yet had Minnie done her worst. For when she and Lionel were gone—gone their separate ways, he to creep into a corner and die—Mr. Petersen and Frances went to work to make the best they could of the situation, and to care for the children, lovely little Sandra, and the stalwart baby Robert. "Sandra was a dream child, she was beauty in its finest, most exquisite moment," while Robert was "a beautiful, a wonderful baby, a lusty, blond little Petersen with serene blue eyes and a sort of debonair quality." That they might care for these two while avoiding gossip as much as possible, Frances and Mr. Petersen were married. "Chris," she said, "we've missed—oh, almost everything, haven't we? But if we can only make up to the children for all *they've* lost, all *they'll* have to miss—that's enough for us, isn't it?" And he agreed that it was "Enough to fill our lives."

But they did not yet know their Minnie. The children were hers, legally and indisputably hers. She had for them a "blind and ruinous maternal passion" which she considered "a sacred and mystic thing." And one day she swept down upon the peaceful little household and carried off both children—carried off, too, a liberal supply of Mr. Petersen's money. Frances tried to protest for the children's sake. "If you love them, Minnie, you can't drag them into poverty and—"

"Oh, love, love, love!" cried Minnie impatiently. "What do you know about loving, anyway? When I love people, I fight for them. I'd die for them. . . . Or I'd murder. I'd do *anything.* I wouldn't stop to reason and plan as you do. You couldn't keep my babies away from me if you had an army of soldiers to help you." . . . . . .



Watch It Clean Up That Big Pile, Too!

ADDITION averages only a small part of the daily figure-work in business today. You can easily determine this proportion in your own business. Keeping tabs on your own figure-work would probably show you that—

2/3 of your work involves either multiplication, division or subtraction.

1/3 of the burden is addition.

An ordinary adding machine will of course do the addition. But it is bound to be inefficient on 2/3 of your figure-work, because it is not adapted to *direct* subtraction, multiplication or division.

Get a machine that will do the entire 3/3 of your figure-work—a *calculating* machine—and that means the Monroe. It will handle multiplication, division and subtraction *as well as addition,* and—in the direct, simple manner that you learned in school. No complements necessary. No reciprocals necessary. No trained operators. No re-checking to insure accuracy. The Monroe is always right the first time.

Start the Monroe hustling on your invoices. Let it hurry out your payrolls. See how quickly and accurately it handles *all* your figure-work—even complicated problems of square and cube root.

Monroe service has saved thousands of dollars for concerns in many lines of business in the prevention of costly errors, and in the saving of costly time every working day on 3/3 of their figure-work.

We shall be glad to send a representative to show you the exact application of the Monroe to the figure-problems in *your* office. No obligation. Simply mail the coupon.

MONROE
REG. U. S. PAT. OFF.
Calculating Machine

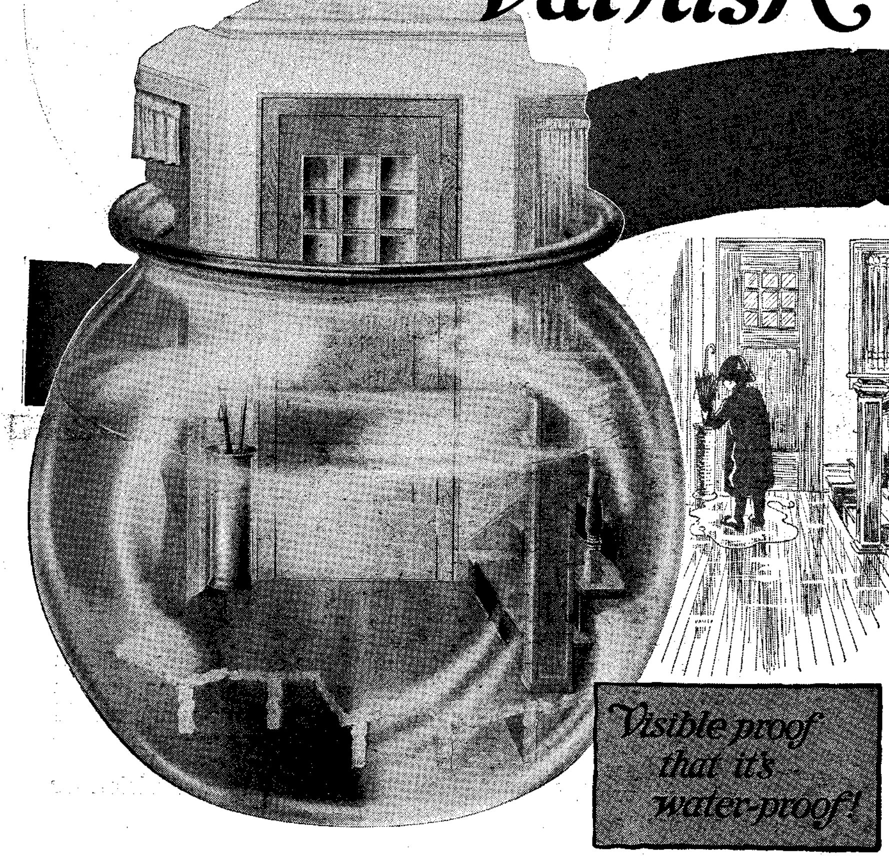
Writes The Elliott-Fisher Company, Mfrs. of Bookkeeping Machines:

"Because the human element plays such a small part in calculating with the Monroe, no mental figuring whatsoever being necessary, and also because the operation is so simple, the Monroe has proven invaluable in our offices."

JOSEPH F. PHELAN,
Factory Accountant

The "SHOW ME" Coupon—Mail it today
Monroe Calculating Machine Co., Woolworth Building, New York.
Without obligation (check items desired)
[ ] Please arrange for a demonstration in our office on our own work
[ ] Please send us a copy of "Book of Facts"
Firm Name
Name
Address
L. D. 6-12-20

Pitcairn
WATER SPAR
Varnish


Visible proof that it's water-proof!

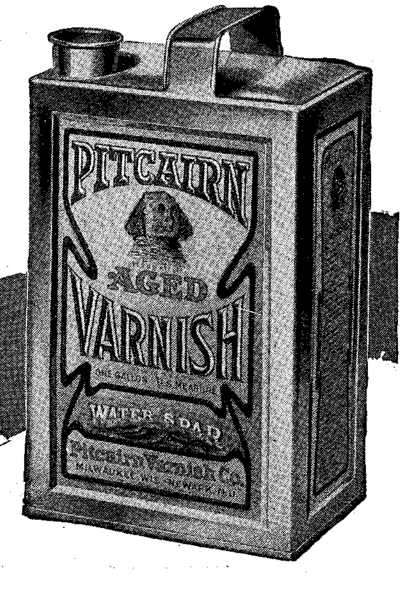
SO WATERPROOF that even soaking in water, month after month, *will not turn it white*—that actual boiling in water will not cause harm—such is the amazing truth about the finish of piano elegance which you can give floors, furniture, exterior and interior woodwork by using *Pitcairn Water Spar Varnish.*

Your floors, furniture and woodwork could be completely submerged in water—and the finish would not be injured.

The proof is before your eyes in your dealer's window—see the wood panel, finished with Pitcairn Water Spar, with its rich finish unharmed after being submerged in water month after month.

"Save the surface and you save all"—*Paint & Varnish*

PITCAIRN VARNISH COMPANY
Milwaukee, Newark, San Francisco, Los Angeles & Seattle
EXPORT DEPARTMENT, WOOLWORTH BUILDING, NEW YORK CITY
PITTSBURGH PLATE GLASS COMPANY
Distributing Stocks in all leading cities of the United States



REVIEWS OF NEW BOOKS
Continued

"So Frances sat in the dining-room . . . forgotten and deserted, despoiled now of everything, while in the study Mr. Petersen wrote a generous check for Minnie.

"She thought of the house in the suburbs, with the nursery and the playroom—even the new toys.

"She thought of Minnie, who had carried off Lionel, and Lionel's child, and Mr. Petersen's child, and was now securing a supply of Mr. Petersen's money."

It is not the happiest fate in the world to be sister to a Minnie!

THE USES OF PLAY

"IN studying play I have come to believe that it affords the best and most profitable way of studying humankind itself, both individuals and races. Play consists of that which people do when they have food, shelter, and clothing . . . when the physical compulsions of life are removed temporarily and the spirit is free to search for its own satisfactions. Then man is at his best. . . . I believe that man is better revealed by his play, or by the use he makes of his leisure time, than by any one other index."

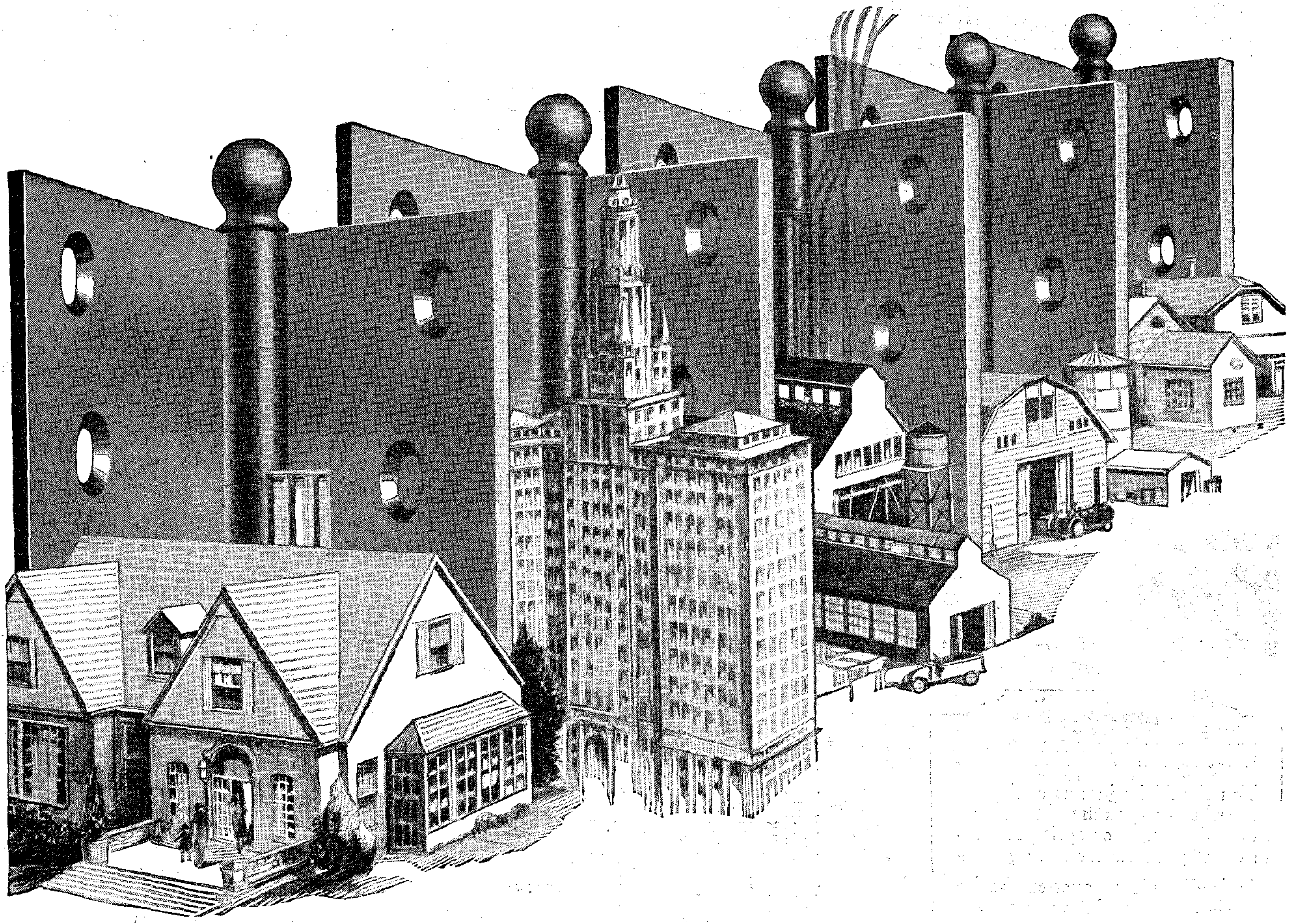
It is in this way that Dr. Luther Halsey Gulick sums up a few of the conclusions resulting from his long and earnest study of play. It is not work, so he declares in his interesting and informing book, "A Philosophy of Play" (Charles Scribner's Sons), but play which has "a greater shaping power over the character and nature of man than any one other activity . . . and if a person can be influenced so that his highest aspirations—which are followed when he is free to pursue his ideals—are a gain, then character is being shaped profoundly."

From all of which it necessarily follows that "a people most truly reveals itself in the character of its pleasures. . . . Conversely, the manner of its pleasures is the most character-determining force within a people." To support this contention, Dr. Gulick instances the force of Chinese traditions and customs as seen in Chinese games.

Passing on, he takes up the question of the general interest in play, particularly as shown in the United States by the widespread interest in baseball and football news and reports. The question of playgrounds for children, of course, occupies a great deal of his attention, and he puts forward a strong plea for the constant presence of a capable play-leader, since a playground over which no control is held is but too likely to become "a loafing ground for the rough element of the town."

The hunting and fighting games and the domestic ones such as "playing house" are discust in their connection with the development of the race as well as of the individual. Then the sex differences which early appear in the boys' preference for competitive games and the little girls' delight in dolls, together with the usefulness of such games as basketball which demand teamwork in teaching girls loyalty, are dwelt upon at some length. "The virtues demanded of both men and women are getting to be more nearly identical than they have been in the past. But it does not seem likely that the paths by which men and women reach the final goal of devotion to the common good will ever be the same paths," either of work or play.

In the play of adults much "reproduces



Wherever You *go* You will see *Hinges*—McKINNEY HINGES

STOP and look about you. Count the hinges within view. Whether you are at home, in your office, in a factory or on the farm you can see them—sometimes by the dozens, sometimes by the hundreds and in big buildings by the thousands. Everyone uses Hinges *everywhere!*

Hinge making is important. Hinge usefulness is universal. The McKinney Manufacturing Company at Pittsburgh, Pennsylvania, realized this when they designed their first hinge fifty years ago. It set a standard for the millions that have followed since. Today the name McKinney is a mark of unexcelled usefulness, design and durability.

When planning for building or repairs, don't overlook a proper selection of hinges. Remember hinges make doors possible. McKinney Hinges—better doors!

You can get McKinney Hinges and Butts to match any architectural design. They combine artistic taste with practical everyday usefulness. With them doors respond quickly and quietly. There is never a sag—never a squeak. From Milady's jewel box cover to the huge Industrial gate, each McKinney Hinge and Butt serves its purpose well. There is a size to fill every hinge need perfectly—and without interruption.

You will find at least one store in your locality selling the McKinney line. That dealer is proud his store *is* McKinney Headquarters.

So when you go to buy remember the name McKinney. See that it appears on the hinges or butts you buy.

McKinney Service will be your reward!

Also manufacturers of McKinney garage and farm building door-hardware, furniture hardware and McKinney One-Man Trucks. These McKinney One-Man Trucks eliminate the need of extra helpers and cut trucking costs in half.

McKINNEY

Hinges and Butts

McKINNEY MANUFACTURING COMPANY, Pittsburgh. Western Office, Chicago. Export Representation

Facts You Should Know About the Wheels of Your Motor Car

The first essential of a Motor Car Wheel is to stay round and run true and to hold the tire straight and firm in the line of the wheel.

A Wobbly Wheel, such as shown on the old "buggy," is not beautiful. On a motor car it has more serious objections. It retards the progress of the car. It wracks the mechanism of the car. It wastes power and gasoline. It destroys the tire.

A Wheel that is not round, that does not hold the tire firm and true destroys the all-needful resiliency which is produced by the combined action of springs, tires and seat cushions.

Rattling spokes, squeaking rims, wheels "out of true" are caused by several things. Demountable rims get bent in service. Clamps work loose. Felloe bands shrink unevenly. Most of this is caused by the uneven shrinking and expanding due to the variations in degrees of moisture and temperature.

A Disteel Wheel is spokeless and noiseless. It is a single tapered disc. It is all Steel. Therefore all parts re-act equally to moisture and temperature.

There is nothing to work loose and rattle.

Disteel Wheels stay round and run true and hold the tire straight and firm.

The motoring public which instantly recognized the greater Beauty of Disteel Wheels has now given them world-wide endorsement because they are, literally, Science Brought to the Wheels of the Motor Car.

Wheel-Talk Number Six

You should be just as critical of the wheels as you are of the motor or body-design or spring-suspension of your motor car.

It is difficult to over-emphasize the importance of the part played by the wheels in the safety, comfort and economy of your motoring.

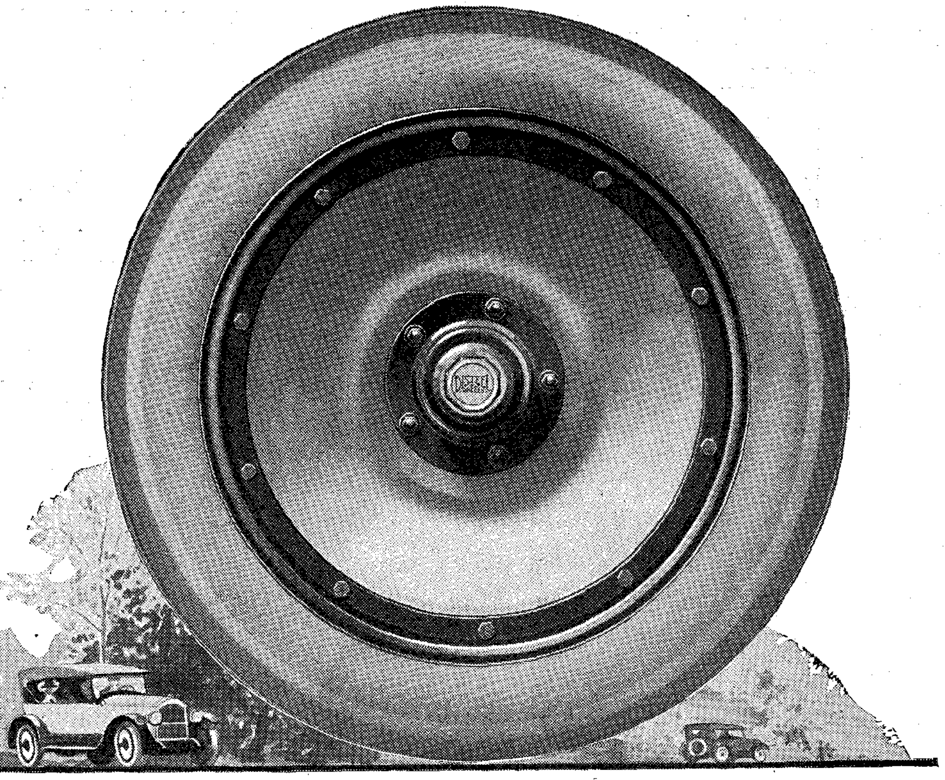
The purpose—and the only purpose—of this series of Wheel-Talks is to inform the intelligent motorist of what progress Science has made and continues to make in the design and construction of motor car wheels.

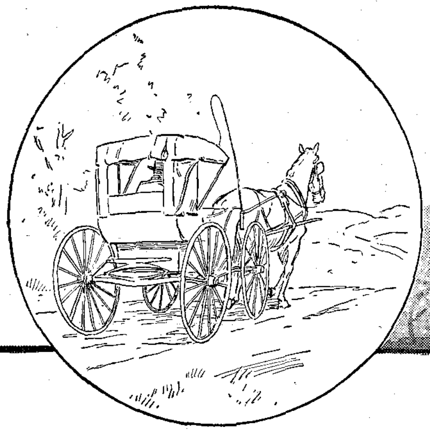
They are now published in book form and will be sent upon request.

Exclusive Manufacturers

Detroit Pressed Steel Company, Detroit, U. S. A.

Disteel Wheel Plant, Cabot Avenue
Automobile Frame Plant, Mt. Elliott Avenue
New York: 1846 Broadway, at 61st St.
Boston: 925 Boylston Street
Chicago: 732 Michigan Avenue
San Francisco: 326 Rialto Building





DISTEEL WHEELS

The Wheels That Complete The Car

REVIEWS OF NEW BOOKS

Continued

the earlier, simpler racial reactions." "In golf we have the old feeling of hitting hard and straight: in hunting, the old outdoor relation" has its place here, as has also a discussion of what properly directed play can do for the subnormal child. The close relations of play to education, to physical and to moral growth, are interestingly set forth. "One of the great lessons that boys must learn is that there is something larger than the individual self. . . . If a boy plays baseball and does not know the difference between playing it for himself and playing for the team, his mates will teach him very promptly and with more energy than any other method could provide. . . . For play not only expresses the growing moral standards of the boy, it is also a great force in the development of these standards."

Dr. Gulick strongly protests against the doctrine of "hands off," of allowing a child to play uncontrolled. Such a child, he declares, speedily becomes "a nuisance to himself, to his mother, his father, and to all their friends old and young. The boy's instinct feelings have never been curbed, and control has not been acquired. . . . He has learned that he can do anything he pleases with people and that there are no consequences. . . . The idea of free play unmodified by playmates, parents, or teachers is a truly pernicious one."

The changes brought about in play as in every other phase of life by the forces of modern civilization are matters of which Dr. Gulick writes at some length. "The modern home," he says "offers no opportunity for the growing boy to exercise his constructive impulses in a wholesome way," and but little for the growing girl. But Dr. Gulick does not join the chorus of those who wail over the passing of the old-fashioned home. "The community has taken over many of the functions the family formerly had. . . . I believe in the home, but I believe more in the individual and the community." It is the business of the community to "provide for children to the same extent, and more completely."

GREEK GODS AND A FEW HUMANS

"IN past times lawful marriage might only be contracted among the nobler folk. Patricians alone enjoyed the privilege, so that many admirable wives were lost to the community and many good men denied the pleasure of exhibiting a husband's virtues . . . until came the tribune, Canuleius, who—advanced spirit that he was—perceived and declared no reason in the nature of things to prevent the marriage of the middle classes. Nay, this innovator went further, and, greatly daring, claimed that every Roman citizen might become a husband, if it so pleased him.

"The populace began to wed, charily at first, then with greater trust . . . even the rag-picker or dustman felt he might take a wife without affront to Olympus."

So, in a little village in Italy, Festus, who loved Livia, desired to wed her. They were pioneers in the matter. . . . "It was, indeed, counted something of an eccentricity when the young man's intentions proved strictly honorable . . . the Mrs. Grundy of that village looked with doubting eye on marriage and feared that it might open a door to many things not convenient. . . . But as soon as Festus won Livia's love they agreed to snap their fingers at convention . . . and enter into the great mystery of united life."

This is the romantic situation in "Evander," by Eden Phillpotts (Macmillan). But Evander, the hero, himself was a fisherman's son and a reformer. "To Apollo he dedicated his days and practised the self-denial and austerity beloved of Phœbus. . . . It was his earnest purpose to improve everything, uplift everybody, and lead the least and greatest to Apollo. . . . The marriage of Festus and Livia interested him exceedingly. He held marriage a hopeful and helpful contrivance, and trusted that it would become more common . . . inspired by Apollo, he had long proclaimed the need for this contract."

Going to pay the youthful pair a visit after a fortnight of wedded bliss, he found them still happy, and stayed to partake of a meal with them. At considerable trouble Festus had procured some red radishes for his Livia, knowing how she fancied them. All of these Evander ate, believing that he was devouring the food that mattered least.

"'A vegetarian can be as greedy as anybody,' said Festus, after Evander was gone. His wife, however, reproved him; she entertained the highest respect and admiration for their guest, and knew that he walked with Apollo."

Festus was a big, jolly, generous, and good-tempered young man who worshiped Bacchus. Livia worshiped the same god as her husband, and was very happy doing so. To be sure, she would not agree that Festus was right when he said that he was sorry for Evander, sorry for him because he never laughed.

"'Even Jupiter laughs,' said Festus.

"'But not Apollo,' answered his wife, 'and doubtless the true servants of Apollo imitate him in this matter.'"

A short time after this visit from Evander, Livia ascended into the forest where her husband was at work, being a wood-cutter. She went to take him his dinner, and also she took with her some little cakes of millet and honey for the Panisci, or baby Pans. As she plays with them, telling them a tale, for they loved stories, the ululation of a pack of hungry wolves broke on her ears. The Panisci, have no hearts, but they wanted more millet cakes, and they cried to Livia to climb a steep rock and to pray to Apollo, for the wolves were his beasts.

"'Alas, I worship Bacchus.'

"'Apollo may not know it.'"

The wolves snapt and leapt at the foot of the rock, or lay waiting their hour with the deadly patience of wild beasts. And Livia called upon the Delphic god to aid her.

He came, in a burst of light and power, and sent the wolf-pack howling, and gave his divine hand to Livia to help her from the rock. But when he heard that she was not habitually his worshiper he frowned. Then in his voice of music he told Livia that Bacchus was no good god to pray to. A danger to the race of man, he is one who plots to see all men bound to him in the tendrils of the vine. "'How different my service! How superior my appeal!'" he concludes.

And now trouble begins for Festus and Livia. Apollo had bidden her ask Evander to teach her and her husband his worship. But Festus has no intention of changing his god.

"We have agreed to worship Bacchus,

BUY WITH KNOWLEDGE

Loose Fitting

NO clammy or sticky feeling about Lastlong union suits. They are cut and shaped for comfort, loose-fitting, roomy but never baggy.

The fabric is the best *featherweight, flat-knit,* cotton fabric produced in the U. S. A. It absorbs perspiration and helps a fellow keep cool on the hottest kind of a day—try it.

Start the season right—buy Lastlong Union Suits at your dealers.

Short sleeve, three-quarter leg and athletic suits for men. Boys, athletic.

Reasons for buying

LASTLONG Union Suits

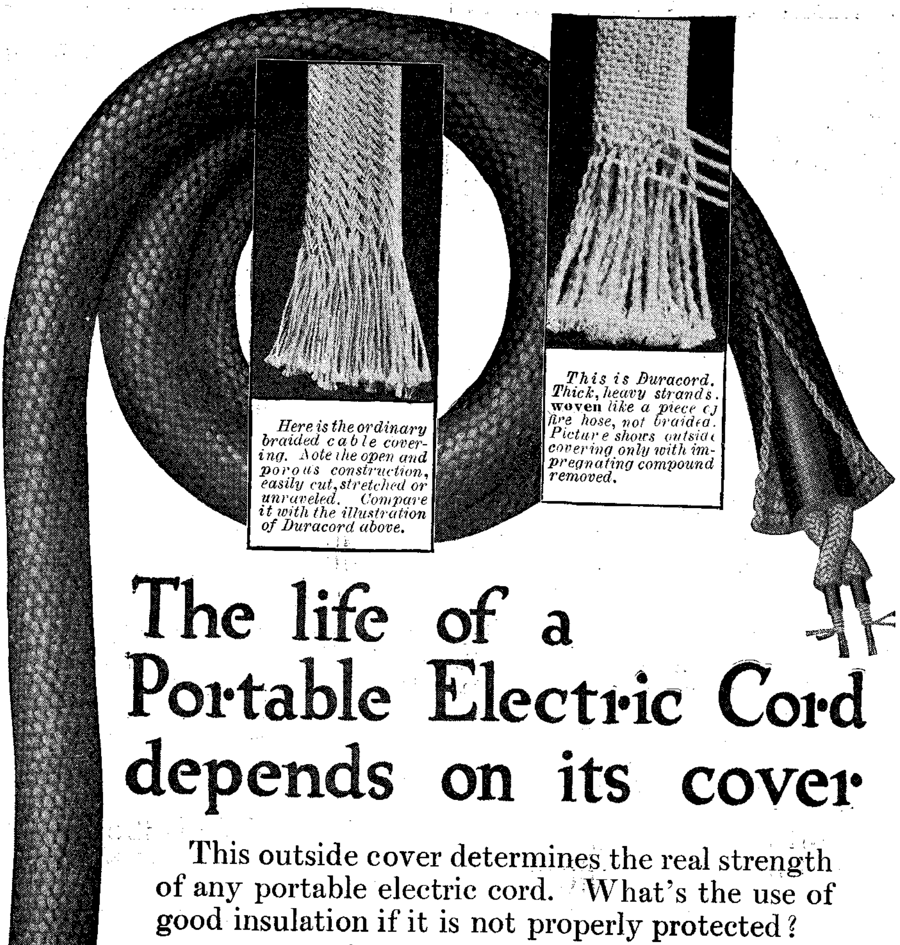
They are Featherweight, Flat-knit, Loose-fitting, Absorbent, Elastic and they have an exclusive "V" Shaped Belt.

Booklet and Sample

If your dealer cannot supply you, advise us. We will gladly send our booklet, "Buy with Knowledge," and sample of the Lastlong featherweight fabric.

Lastlong Underwear Co.
349 Broadway, Dept. D, New York

LASTLONG
TRADE MARK
FEATHERWEIGHT · FLAT-KNIT
Union Suits
For Men and Boys



Here is the ordinary braided cable covering. Note the open and porous construction, easily cut, stretched or unraveled. Compare it with the illustration of Duracord above.

This is Duracord. Thick, heavy strands. **woven** *like a piece of fire hose, not braided. Picture shows outside covering only with impregnating compound removed.*

The life of a Portable Electric Cord depends on its cover

This outside cover determines the real strength of any portable electric cord. What's the use of good insulation if it is not properly protected?

DURACORD
TRADE MARK

is insulated better than underwriters requirements. In addition, it has a heavy protective covering *woven* like a piece of fire hose. It outwears ordinary cord many times.

This cover withstands the battering, hard knocks, and abuse of everyday use. It means fewer replacements—tools and men are kept on the job.

Duracord can be furnished in all sizes of portable electric cord and also in the larger sizes of single and duplex cable.

Ask your electrical jobber about Duracord or let us send you samples of Duracord and ordinary cord for you to test and compare yourself.

TUBULAR WOVEN FABRIC CO.
Pawtucket, R. I.

Makers of Duraduct
Flexible Non-Metallic Conduit
and tubular woven fabrics of all kinds

REVIEWS OF NEW BOOKS
Continued

and, for my part, I find him a good friend and a stanch deity, who demands no impossible sacrifices and is content if I am happy. Wine suits me. I am the better for it." So speaks Festus. But Livia is not content.

"Now did Livia, while rejoicing in the love of Festus, none the less terribly wound him. She was a happy woman, but, like so many happy women, could not let well alone. . . . She met Evander and told him that an impulse drove her to Apollo. Naturally he—a devout bachelor—encouraged her greatly and said that not for twenty husbands must she set aside the glorious inspiration that had come to her."

So Evander praises and encourages Livia. But Festus is angry at the new fad of his wife. He finds her placing flowers on the altar of Apollo, and he flies into a passion, takes her home, and beats her. Livia is now a martyr to her idea, and she glories in it. Festus had "turned his wife into a tragedy queen, and from being a jolly and laughing lass, who loved his embraces and would rather have sat upon his lap than the throne of an empress, he saw the new Livia—unsmiling, sublimely patient, and with already a hint of the self-righteousness which is often born in those who follow the Apollonian way."

Festus, a simple, amiable man who truly loved his wife, repents his anger and begs forgiveness, and is forgiven with maddening sweetness. But Livia continues to disobey him and to pray to Apollo and to suffer heroically. Evander urges her to continue on the road of martyrdom. They meet constantly to talk over the beauty of the worship of Apollo. And at length Evander, furious at her domestic suffering, which lost nothing on her lips, "considered whether he should not now rescue Livia from her woodman and be a helpmate worthy of her unusual character and attainments."

The truth, of course, was that neither Livia nor Evander had any real love for each other. But they had talked so much, and uttered so many noble sentiments, and were so convinced of their own superiority, that something had to be done. Apollo, being consulted, commanded that Livia throw in her fortunes with Evander. As for Festus and Bacchus, they were each busy with their work and failed to take notice of what was toward. Poor Festus, however, unhappy, and still loving Livia with all his heart, begs Bacchus to help him. But it is too late. Returning from his visit to the god, he finds Livia flown.

Until Festus releases Livia, Evander and she live together platonically. This, indeed, suits Evander, who is happiest when talking and needs only a devout listener. But surely and with increasing power boredom creeps upon Livia. In the cold heights of intellectual self-sufficiency where Evander lives she gasps for breath. The jolly human ways of Festus come back to her in dreams. Evander goes on talking, reciting poems, urging Livia to scale the white heights, to forget her human self. But the girl is a human being, not an abstraction. Moreover, the village folk take Festus's part. He refuses to divorce his wife, says he loves her, and wants her back, and the people applaud him. Livia is not even admired for her great act.

It is all too much. She swims the lake

RELY ON ME

STEEL is steel and machines are machines.

Yet one forging holds and another fails. One says, "Rely on me" and proves it—the other brings failure and peril when it breaks under strain.

Why the difference?

Men.

The proudest product of the Billings & Spencer Company of Hartford, the First Commercial Drop Forging Plant in America, is men.

Men in executive positions who have descended from the founders of the business—who got from their own fathers the Triangle B ideal.

Men in the shops to whom the crash of the hammers has been music for a quarter of a century. Such a man as, grown too old for active work, begged to be allowed to stay in the shops as a watchman, because the thunder of noise and the bursts of live sparks were part of his life. He stayed.

Men who have grown up and grown old in the Billings & Spencer tradition that "into every forging goes our whole reputation."

Men to whom steel is a living and breathing thing, with human faults or virtues, who could not work if they were not allowed steel worthy of their craftsmanship. Men to whom great machines are as their own finger-tips — who constantly plan for better work, to whom the improvement of a single screw is an epoch of accomplishment.

Men who think only of the product — who send out their forgings into the world of industry as a father sends out his sons —giving them the best there is in themselves.

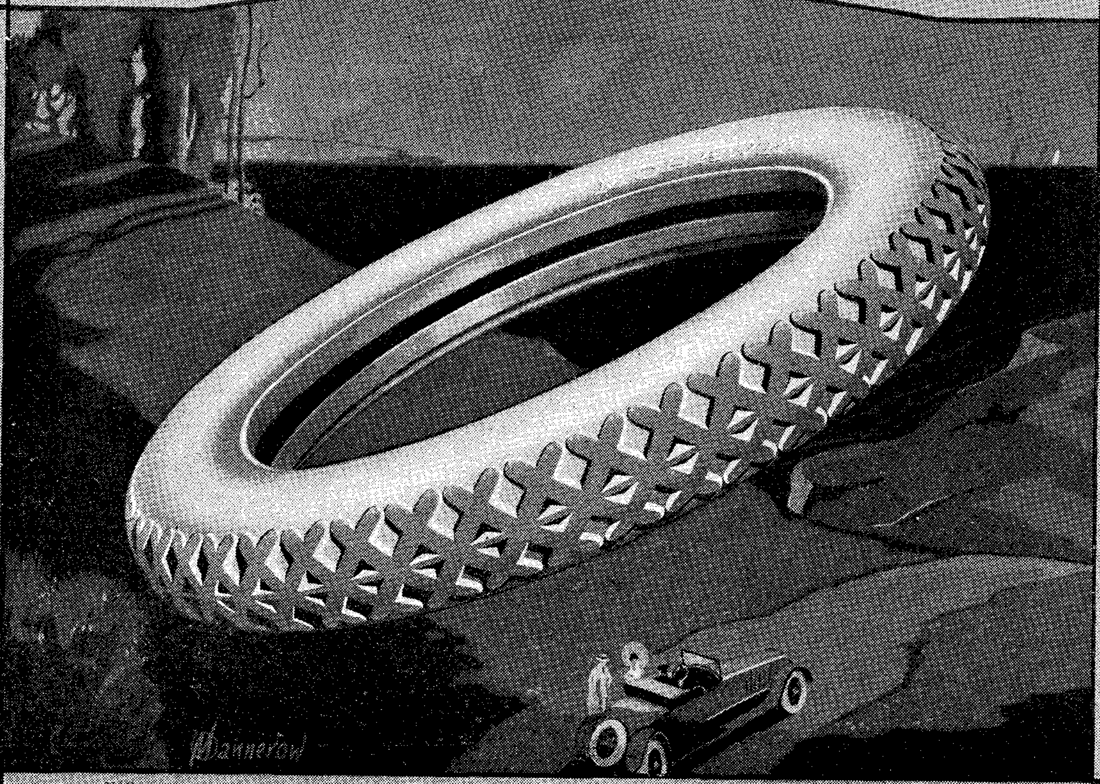
Just men.

And that is the only difference between forgings, the only difference between this tool and that, the only difference between machines.

Men.

© B. & S. Co., 1920

THE
BILLINGS
& SPENCER
COMPANY



Cords Carefully Built

If we were asked to name the one point of greatest superiority which marks Mohawk Cords above other tires, we would name "*Care that Goes Into Their Making*".

Careful work was the solid foundation on which the Mohawk Rubber Company was organized seven years ago and on which it has grown to a position among the leading tire companies of the country.

This dominating principle has been maintained in the selection of materials and in the building of all Mohawk Tires—both Cord and Fabric—and Mohawk Tubes. We have adhered strictly to the policy of using only pure rubber and the best fabric obtainable, plus the necessary compounding materials, in spite of the alluring cost-cutting possibilities of the thousands of substitutes which are today common in the tire business.

Mohawk Tires are built by hand because that is the more careful way.

Moreover, you will find that Mohawk Cords weigh more than the average cord tire—as much as 8 to 10 pounds in the larger sizes.

Mohawk Quality Tires are Made in Both Cord and Fabric Types and in Four Styles of Treads

MOHAWK "Quality" TIRES
HAND MADE

MOHAWK RUBBER COMPANY, AKRON, OHIO

Kansas City	Dallas	San Francisco	Los Angeles
New York	Boston	Chicago	Atlanta

that lies between her and Festus, and begs him to take her back.

Naturally the whole thing annoys Apollo immensely, and he decrees that Livia must die. But Bacchus, a sane and calm person when all is told, argues with his brother in words of real wisdom and wins Livia's pardon.

It is all an allegory, a satire, an amusing fable. But it applies to us to-day, this tale of Festus and Livia and Evander and the gods they worship. Gods and humans, we are up to odd antics, and it is better to be able to laugh like Festus than to pose like Evander.

TO RULE A PEASANT NATION—IRELAND

"IT would be well if a man could enter Ireland really knowing that he knows nothing about Ireland. The misfortune is that most men know the name too well and the thing too little."

The whole Irish question is so inextricably bound up with what every one says about it that one is only too apt to make up one's mind upon the basis of hearsay. G. K. Chesterton, who went to Ireland during the war to recruit Irishmen, came back with a very clear notion, not of what was said of Ireland by the adherents of any party, but of what he saw and heard.

His "Irish Impressions" (John Lane Company), he says, "would probably be a better book, as well as a better joke, if I were to call the island throughout by some name like Atlantis, and only reveal on the last page that I was referring to Ireland. Englishmen would see a situation of great interest, objects with which they could feel considerable sympathy, and opportunities of which they might take considerable advantage, if only they would really look at the place plain and straight. . . ." Ireland is too close, both to England and America, to allow most people to look at it without preconceived notions and deep-seated prejudices.

Ireland, from Mr. Chesterton's viewpoint, is by no means the Ireland that most people think it; it is a country in which there is life and hope, in which "all that seemed to have reached a *cul-de-sac* has turned the corner and stands at the opening of a new road." Ireland is a land of living men, not of dead traditions.

"Englishmen believed in Irish decay even when they were large-minded enough to lament it. It might be said that even those who were penitent because the thing was murdered were quite convinced that it was dead." The miracle of modern Ireland, according to Mr. Chesterton, is its life: "It is a miracle more marvelous than the resurrection of the dead. It is the resurrection of the body."

The Irish question has been discust for decades, but what the English have failed to consider was the Irish answer. "That is, the Liberal was content with the negative truth, that the Irish should not be prevented from having the sort of law they liked. But the Liberal seldom faced the positive truth about what sort of law they would like."

Now the question of Union or of Home Rule is the principal question for which no satisfactory answer has yet been found. Mr. Chesterton unhesitatingly declares that "a free Ireland would not only *not* be what we call lawless, but might not even be what we call free. So far from being an anarchy, it would be an orderly or even conservative civilization—like the Chinese. But it would be a civilization so fundamentally different from our own that our own Liberals would differ from it as much as our own Conservatives. The fair question for an Englishman is whether that fundamental difference would make division dangerous; it has already made union impossible."

The fundamental underlying contention of Mr. Chesterton is that Ireland is a nation, a nation that is alive and conscient. What struck Mr. Chesterton was a sight that met his eyes one autumn day as he rode through the countryside: ". . . All down one side of the road, as far as we went, the harvest was gathered in neatly and safely; and all down the other side of the road it was rotting in the rain. Now the side where it was safe was a string of strong plots worked by peasant proprietors. . . . The land on which all the harvest was wasted was the land of a large modern estate. I asked why the landlord was later with his harvesting than the peasants; and I was told rather vaguely that there had been strikes and similar labor troubles. I did not go into the rights of the matter; but the point here is that, whatever they were, the moral is the same. You may curse the cruel capitalist landlord or you may rave at the ruffianly Bolshevik strikers; but you must admit that between them they had produced a stoppage, which the peasant proprietorship a few yards off did not produce."

The road, with fields on either side, some cultivated, others uncultivated, is to Mr. Chesterton a symbol; the story of the fields is an allegory. It is an allegory of the right and the wrong way of going about things in Ireland. The peasant proprietors *are* the nation, and any attempt to foist upon that class—and therefore that nation—a system of life or government at variance with its essential needs is bound to come to naught.

If the peasant proprietors can govern their own lives and farms, why can not they govern their own country? "It was *because* they were on a small scale that they were a great success. It was because they were too poor to have servants that they grew rich in spite of strikers. It was, so far as it went, the flattest possible contradiction to all that is said in England, both by Collectivists and Capitalists, about the efficiency of the great organization. For in so far as it had failed, it had actually failed not only through being great, but through being organized."

The heart of the secret is this, that the many remedies proposed for curing Irish ills were simply the wrong remedies. Ireland is not England. "On the left side of the road the big machine had stopt working, *because* it was a big machine. The small men were still working, because they were not machines. Such were the strange relations of the two things, that the stars in their courses fought against Capitalism. . . . These little pottering peasants had got hold of the true secret."

For this reason, then, Union with England is out of the question. "Perhaps it is . . . the only argument against Unionism; which is probably why it is never used against Unionists."

The Irishman is not a tradesman, he is a farmer. "It is not so much that England ought not to rule Ireland as that England can not. It is not so much that England

Did You Ever Whip Cream?

I guess, if the truth were known, we would find that a lot of men are on intimate terms with kitchen aprons and machinery. 'Ever notice how cream acts? You crank the egg beater about 1000 r.p.m. and nothing seems to happen. Then, just as you are about to advise the boss that the cream is no good, it suddenly stiffens.

Mennen lather works the same way. About one man in a hundred fails to get best results because he won't take the time to build up a firm lather.

These friends of yours who rave about the marvelous results they get with Mennen's, devote about three minutes to brisk brushing, using a lot of water—three times as much water as ordinary lather will hold.

The meanest beard that ever sprouted, curls up and quits after three minutes' exposure to Mennen lather.

The reason I am trying to get men to use Mennen's rightly is that experience has taught me that all the printed advertising in the world doesn't equal the selling power of satisfied users. Once a man really knows Mennen's, he is a better advertisement than I ever wrote.

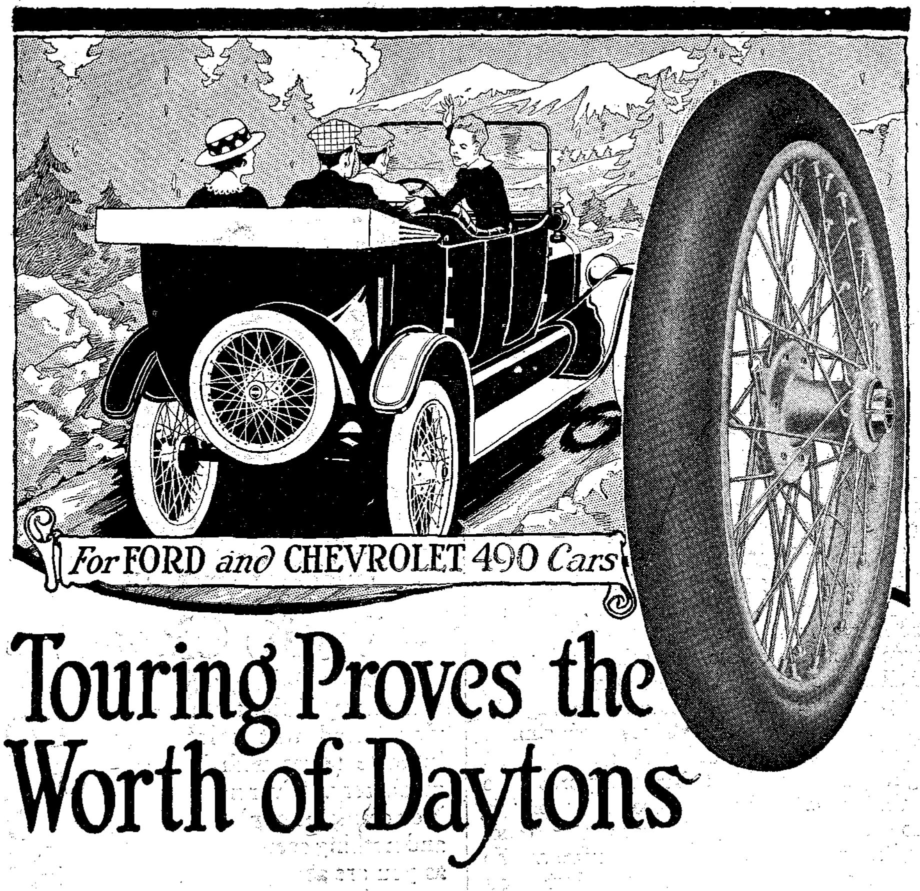
In our giant size 50 cent tube are the makings of shaves so gorgeous that words fail me when I try to describe them, but you must do your part.

Remember—the proper amount of Cream—plenty of water—hot or cold—no rubbing with fingers—and three minutes of brush action.

Jim Henry
(Mennen Salesman)

THE MENNEN COMPANY
NEWARK, N.J. U.S.A.

MENNEN SHAVING CREAM
Don't rub it in-use plenty of water hot or cold J.H.


For FORD and CHEVROLET 490 Cars

Touring Proves the Worth of Daytons

AWAY from the concrete and asphalt--speeding along new trails, up hill and down--through sand and mud and over bumps and ruts--

--That's the test that makes you fully realize the strength and stamina--and the riding ease--of these better wire wheels.

TOURING surely proves the worth of Daytons! Then it is that the extra wheel, carried at the rear with tire ready-inflated, is doubly appreciated. Punctures or blowouts mean only a few minutes delay at the most.

The speedometer clicks off mile after mile, but you ride in absolute comfort. All minor road shocks are absorbed and dissipated by these scientifically light, strong, resilient wheels.

THE braced construction of the triple spoke lacing guards efficiently against side-thrust shock. Each spoke in these wheels is strong enough to stand a tensile strain of over 3,000 pounds.

And the clean-cut beauty of these better wheels is a big factor, of course. Their quiet elegance and unmistakable evidence of supple strength greatly improves the appearance of Ford and Chevrolet 490 cars.

We suggest that you see these handsome wheels at your dealer's today. If you do not know his name, write direct to us for catalog and full information.

The Dayton Wire Wheel Co., Dayton, Ohio.

MADE UNDER LICENSE

Dayton Wire Wheels

QUICK DETACHABLE

REVIEWS OF NEW BOOKS

Continued

can not rule Irishmen as that merchants can not rule peasants." What is meat for England is poison for Ireland. Each country, each nation, is distinct from the other, for "the first fact to realize is that we are dealing with a European peasantry; and it would be really better, as I say, to think of it first as a Continental peasantry."

England does not understand what a "peasantry" means. Politicians can not deal with "peasantry," for politicians can deal successfully only with other politicians. ". . . We must be as honest as peasants; and that is very hard for politicians." England's failure in Ireland makes it next-to-impossible to establish faith in her policies. Mr. Chesterton declares:

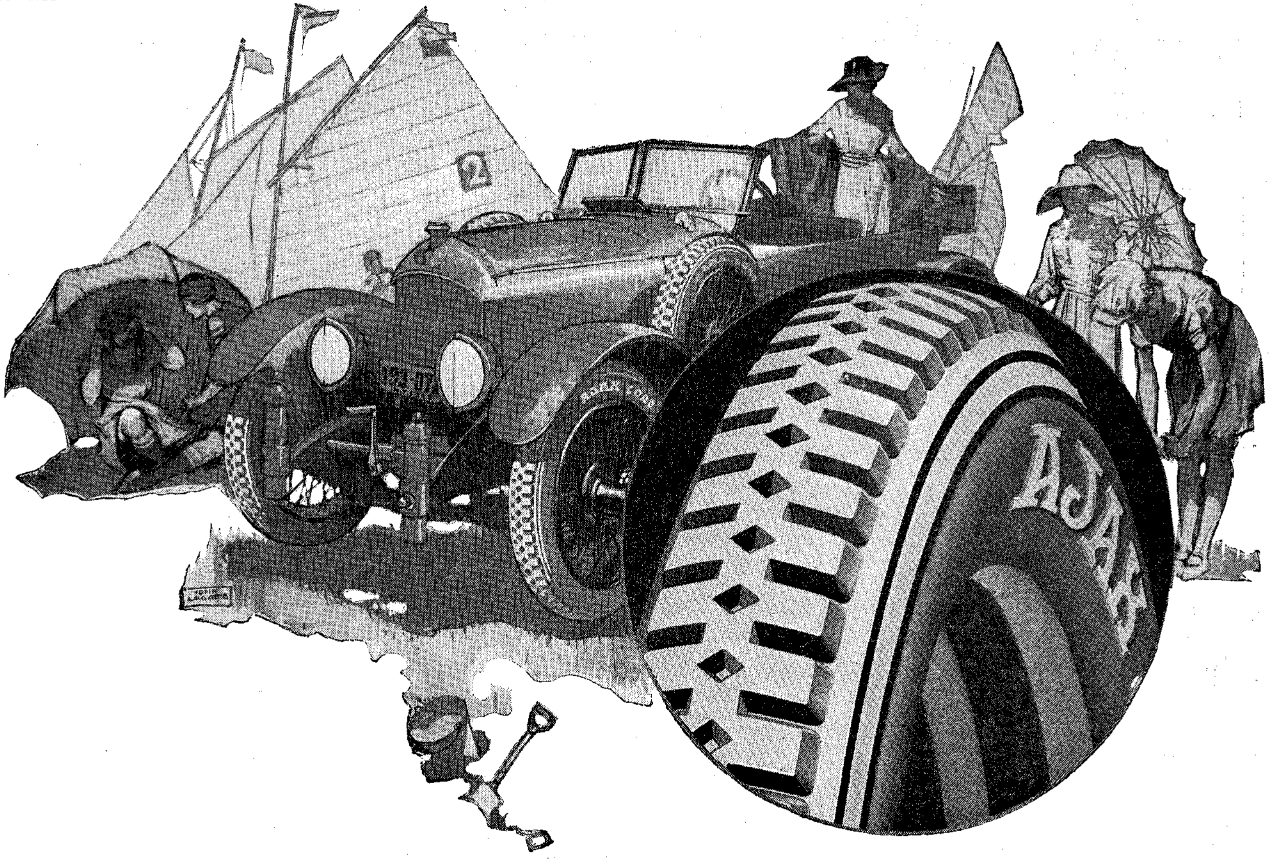
"I will say here, once and for all, the hardest thing that an Englishman has to say of his impressions of another great European people: that over all those hills and valleys our word is wind and our bond is waste paper."

Where the family flourishes and its bonds are preserved, there is vitality. "Now the second solid fact which struck me in Ireland (after the success of small property and the *failure* of large organization) was the fact that the family was in a flatly contradictory position." In Ireland you speak of *a* Callahan, as in Scotland you speak of *a* Campbell. "The English would no more have thought of a plural for the word Gladstone than for the word God." The feeling for family names may be best exemplified by saying that "Parnell is the Parnell for the English; but a Parnell for the Irish."

If it is largely the fault of England that there is still an unanswered Irish question, the Irish themselves must accept some of the blame. Mr. Chesterton asserts that those individuals and societies that clamor most loudly for Irish nationalism are in many respects the least national. "It is primarily Sinn Fein, or the extreme national party, which thus relatively failed to realize that Ireland is a nation. At least it failed in nationalism exactly so far as it failed to intervene in the war of the nations against Prussian imperialism. For its argument involved, unconsciously, the proposition that Ireland is not a nation; that Ireland is a tribe or a settlement or a chance sprinkling of aborigines. In short, if the Irish are barbarians, they need not trouble about other barbarians sacking the cities of the world. . . ." If Ireland had succeeded in thus showing her nationalism she would to-day be "ten thousand miles nearer her deliverance. . . . . . ."

Mr. Chesterton argues at length, and with great conviction, on the wrongs of Ireland, but to him the most weighty argument is after all the simplest, the most human:

"A brilliant writer . . . once propounded to me his highly personal and even perverse type of internationalism by saying, as a sort of unanswerable challenge, 'Wouldn't you rather be ruled by Goethe than by Walter Long?' I replied that words could not express the wild love and loyalty I should feel for Mr. Walter Long if the only alternative were Goethe. I could not have put my own national case in a clearer or more compact form. I might occasionally feel inclined to kill Mr. Long; but under the approaching shadow of Goethe, I should feel more inclined to kill myself."



Distinctive in Looks as Well as Performance

A GRACEFULLY proportioned tire, distinctly an advancement in good looks and in mileage — the Ajax Cord.

Its appearance attracts. *Its performance convinces.* The Ajax Cord is establishing a remarkable mileage average. Not here-and-there instances of superior performance, but an *average,* computed from the experience of thousands of users in all parts of the United States.

The Cleated Tread of the Ajax Cord is every whit as serviceable as it is good looking. It holds, like the cleats on an athlete's shoes. And "Ajax Shoulders of Strength" brace and reinforce it at both sides.

In building the Ajax Cord, special precaution is taken. The cords are laid gently in position — *never bound or stretched.* Thus full resiliency is retained in the finished tire, which permits it to give and flex as it should, with each shock of the road.

Outstanding quality marks every Ajax product — Ajax Cord, Ajax Road King (fabric), Ajax Inner Tubes, Ajax H. Q. (High Quality) Tire Accessories.

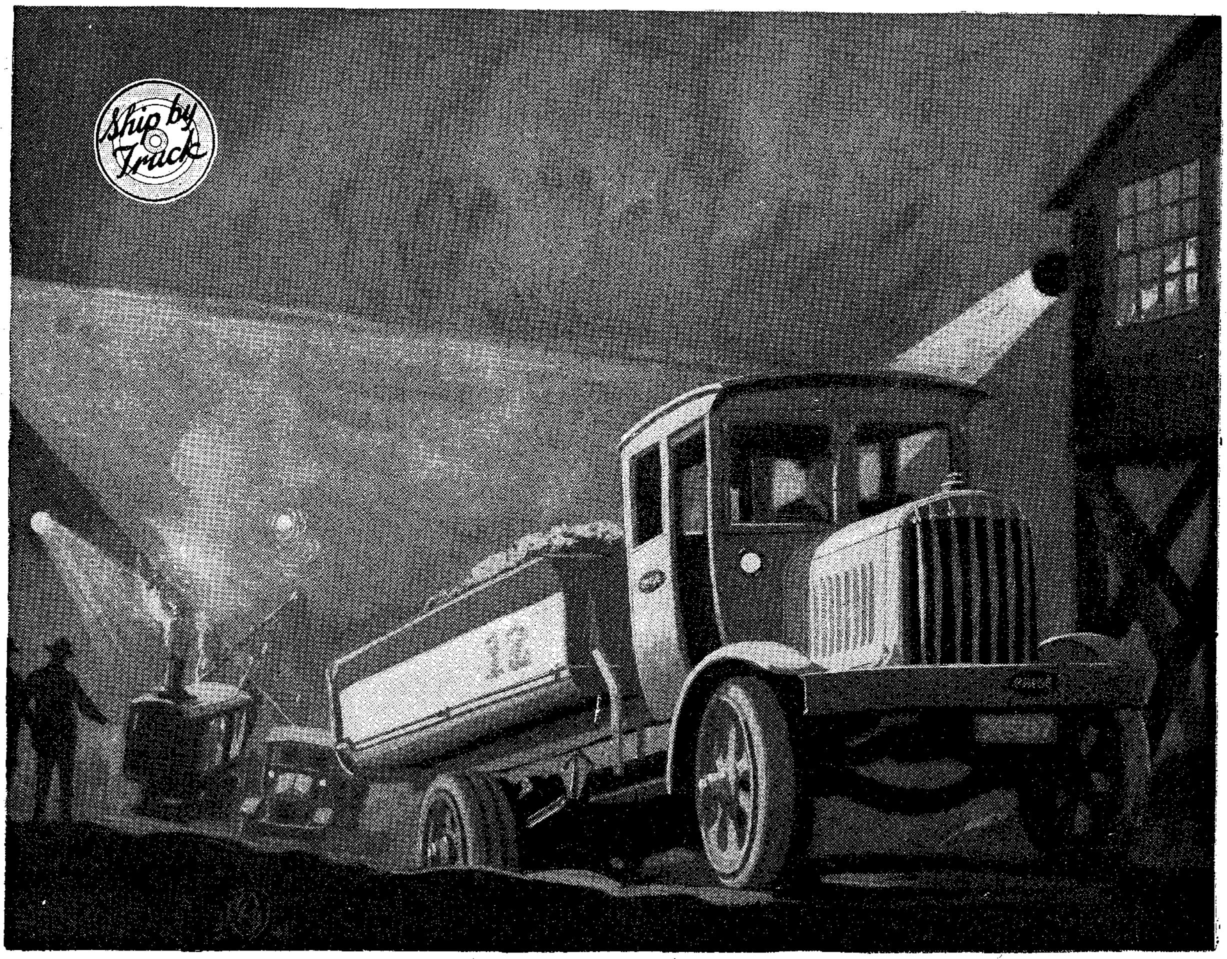
Sold by Ajax Franchise Dealers Everywhere

AJAX RUBBER COMPANY, INC., NEW YORK
Factories: Trenton, N. J. *Branches in leading Cities*

The line of Ajax H. Q. (High Quality) Tire Accessories includes everything the car owner needs for emergency or long-lasting tire repairs.

Ask your dealer.

AJAX
CORD



PAIGE

The Most Serviceable Truck in America

MOTOR TRUCKS

The increasing adoption of Paige Motor Trucks is significant of a growing tendency on the part of modern business establishments to choose transportation equipment on the same basis as other industrial machinery.

Just as the value of factory equipment is estimated according to the unit-cost of the operation which it performs, so the value of a motor truck is now determined on the basis of cost per ton-mile.

We, of the Paige Company, have no hesitation in endorsing this modern method of judging a motor truck. For we know from experience that the mechanical excellence of the Paige insures such economical performance and freedom from repairs that its per-mile cost of operation is notably small.

If you select your next motor truck on this logical basis, it is more than likely, we believe, that your choice will be a Paige.

PAIGE-DETROIT MOTOR CAR COMPANY, DETROIT, *Michigan*

Manufacturers of Paige Motor Cars and Motor Trucks

SCIENCE • AND • INVENTION • CONTINUED

RAILWAY ELECTRIFICATION BY WHOLESALE

An electric "power-zone," to include a strip of territory 100 to 150 miles deep along the Atlantic seaboard between Boston and Washington, has been proposed by eminent engineers. Within this zone there would presumably be an unprecedented use of electric power, which among other things might be employed to operate all railways within it, so that it would be a region within which all transportation by steam would be abolished. W. B. Potter, engineer of the railway and traction department of the General Electric Company, estimates that if this should be done at least half of the present fuel consumption for transportation purposes could be saved, and that other important economies could be realized. Mr. Potter gives his conclusions in *The General Electric Review*, in an article from which the following has been derived by adaptation and abstract, for publication in *The Railway Review* (Chicago), whence we quote it, as follows:

"The suggested economic system of interconnected power-generation and distribution throughout the proposed superpower zone should adequately and advantageously provide for the electric operation of the railways within this zone, as well as for the power required for industrial and other purposes. The electrification of these railways would insure not only a substantial reduction in the amount of coal otherwise consumed by the steam-locomotives but also a material reduction in the cost of maintaining the motive power units. Electrification would also provide a more reliable service for all classes of traffic and would be a welcome improvement to the traveler as passenger-trains would be less frequently late, especially during the winter. The colder the weather the greater is the reserve power of the electric locomotive, which is a much better characteristic than that of the steam-locomotive whose power under similar conditions is correspondingly diminished.

"There are numerous illustrations of electric operation which are comparable to the service within the zone under consideration, as well as many other examples of railway-electrification throughout the country and abroad, which afford conclusive evidence as to the successful operation of railways with electric power. In fact, a large number of railway electrifications are already embraced within the limits of the proposed zone, and while they do not represent a large proportion of the total mileage their traffic satistics are available and can readily be studied as a basis for determining the demands of the whole area. A tabulation of these electrifications shows that in this area there are already 380 miles of electric route, embracing 1,450 miles of single track and operating 230 electric locomotives and about one thousand motor-cars for multiple unit suburban service."

The writer estimates the present railway traffic in the proposed zone and the electric power that it would require for operation. As reports do not give separate traffic statistics of the various divisions there is some uncertainty in estimating the portion of each road and the traffic which would be embraced in the zone. For the purpose of the investigation the mileage of each road within the zone has been estimated and its ratio to the road's total mileage has been applied to all other data of the road such as number of locomotives, amount of traffic which would be handled electrically, and tonnage of coal replaced by electric power. He continues:

"As the detailed figures obtained from the operating reports do not apply to switching service, 20 per cent. has been added to the mileage and tonnage to cover this service; and as the power requirements per ton-mile for switching are approximately double those for main-line service, 40 per cent. has been added to cover the coal consumed in switching.

"On this basis it is estimated that the railroad traffic in the region covered by the zone can be approximately represented [thus]:

Railroad Traffic in the Superpower Zone
(Passenger, Freight, and Switching)

Miles of route	12,000
Miles of single track	30,000
Locomotives in service	8,100
Locomotive miles annually	185,000,000
Gross ton-miles annually, including main line and switching movements of passenger-trains, freight-trains, and locomotives	170,000,000,000
Tons of coal consumed annually	21,000,000

"Considering railway electrification broadly throughout the whole country and including only those lines which handle freight- and passenger-service with electric locomotives, there are found to be about seven hundred electric locomotives operating over five thousand miles of route.

"From available data on the results of heavy electrification it would appear that the ton-miles moved by six and one-half pounds of coal in a steam-locomotive is approximately equal to that which can be moved by one kilowatt-hour delivered from the power-station. Applying this ratio to the last item in the table, the electric energy which would be required to handle the traffic now handled by the 21,000,000 tons of coal in steam-locomotives is approximately 6,500,000,000 kilowatt-hours.

"If we assume forty watt-hours per ton-mile at the power-station, which checks fairly well with the records of a mixed service of main line and switching, the total energy for moving the assumed traffic of 170,000,000,000 ton-miles would be approximately 6,800,000,000 kilowatt-hours.

"The actual requirements would, however, be something less. It has been estimated that of all the tonnage moving over the railroad, approximately 12 per cent. is taken up with the movement of railroad coal to points of distribution, including a second movement of the same coal in the locomotive tenders. Making an allowance for railroad coal that would still be required, a reduction of 10 per cent. would seem a fair estimate. This would correspondingly reduce the yearly power requirements to about 6,000,000,000 kilo-

When Your Springs Break put on

VULCAN
QUALITY
The Replacement Spring

Fine steel springs of strong character.

We build them for enduring strength.

That you may know them, our name plate is proudly shown on every one.

Thousands of dealers carry VULCAN Springs. One to fit your car. You need the best spring.

Insist on VULCAN

IN EVERY TOWN *for* EVERY CAR

JENKINS VULCAN SPRING CO.
Richmond, Ind.

Murphy
Da-cote
TRADE MARK
Motor Car Enamels

Murphy
Da-cote
BLUE
Motor Car
Enamel

Of Course You Can Paint It!

Climb into your overalls and devote two hours to slipping a new dress over your car—a dress of Da-cote Motor Car Enamel, which has all the brilliance and beauty of the original factory finish and just about doubles the selling value of the car—or its pride value to you.

Da-cote is a Murphy Varnish product.

Won't it be a satisfaction to know that your car is finished with the same high quality of varnish that for the last half century has beautified most of the fine pianos and furniture, the elegant private coaches of a past generation and automobiles of today, the floors and woodwork of costly homes and institutions?

Better enamel than Da-cote never went on a car, yet it is prepared expressly for amateur use. Anyone can apply it, with splendid results.

It dries overnight.

Study the Da-cote Color Card at your paint dealer's. Many popular colors are shown. You can have almost any combination you want.

Da-cote is inexpensive.

Murphy
Da-cote
TRADE MARK
YELLOW
Motor Car
Enamel
the label shows the color

Murphy Varnish Company
NEWARK CHICAGO
The Dougall Varnish Company, Limited, Montreal,
Canadian Associate

watt-hours. On the basis of the probable load-factor, this load would call for about 1,250,000 kilowatt-hours of power-station equipment.

"The conclusions to which this analysis points may be summarized as follows:

"(*a*) Of the whole mileage included in the zone, not a very large proportion has been electrified, but main-line electrifications now in operation are of sufficient extent and carry tonnage of such character to present data which can be applied to the traffic of the whole district.

"(*b*) The traffic within the zone now handled by steam-locomotives, if handled electrically, would require an average output of less than 750,000 kilowatts, and if produced entirely by coal-burning electric-power stations would reduce the coal requirement for transportation purposes from twenty-one to seven million tons annually.

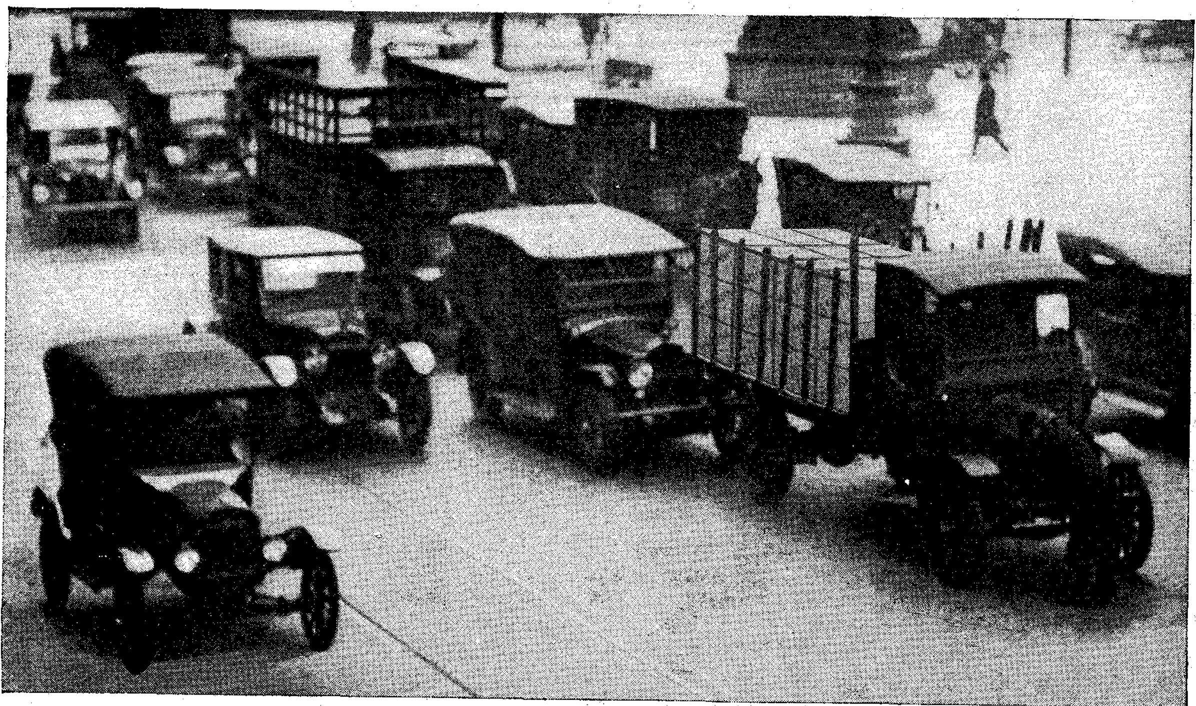
"(*c*) As a certain proportion of the electric power will be produced from hydraulic-power stations, this coal requirement will be reduced in proportion as advantage is taken of hydraulic operation.

"(*d*) The reduction in cost of maintaining the motive-power units would be a large amount which, estimated from the locomotive mileage, would be in the order of $15,000,000 or more annually."

CLEANING UP THE OYSTER

THE oyster will clean himself if we give him a chance. We have almost eliminated the part played by infected water-supply in the causation of typhoid epidemics, but infected oysters remain a possibility despite all that we have done. Dr. William Firth Wells, biologist and sanitarian of the New York State Conservation Commission, has shown, so he tells us in *The American Journal of Public Health* (Chicago), that the oyster, ever ready to absorb infection, is equally ready to part with it at the first opportunity. Too often this opportunity is presented within the digestive tract of a human victim. If he is given a previous chance in an environment of artificially purified water, he will automatically clean himself and become fit for food. Dr. Wells reminds us that water and milk have been successively attacked by sanitarians and rendered innocuous. Oysters, he thinks, come next; and there is no reason why they should not presently be rendered wholly harmless. He says:

"Former practises of taking up clean oysters and placing them in rivers receiving the sewage of large cities in order to float or plump them have been universally condemned and abandoned. Contaminated grounds which formerly were tolerated as maturing grounds for oysters have been condemned, and as a result it may be generally stated that oysters to-day can be eaten with impunity, and with full satisfaction that they are produced from reasonably clean areas. The activities of the Boards of Health thus give



A "Dead Engine" in the Warehouse District. Many a truck owner is surprised when he learns that 88.4 per cent of all "accidents" to the average truck can be predicted from its specifications and the parts from which it is assembled

Has the American Business Man Time to Save Money

GENERAL SAM HOUSTON built an empire in the Southwest, simply by doing the *next thing* every day as it came along.

Reconstruction will probably have to be managed pretty much the same way—*producing* with one hand and *saving* with the other, day after day.

The Packard people do not pretend to authority on any subject except *transportation*. But they *can* show the American business man *records of savings in trucking costs*—10 per cent in gasoline, 18 to 22 per cent in time, up to 30 per cent in ton-mile cost.

They can show him, too, how to apply the same methods to *his own business.*

Packard has done away with excess costs in gasoline, not only through the remarkable ability of the Packard Truck Engine, but especially by means of the Packard *carbureter.*

HERE is a carbureter built especially to stand the vibration of a truck at work. The float feed positive and *precise.* The carbureter water-jacketed and mounted high up on the cylinder *bloc;* so that the gas is warmed by the motor, and fed to the engine ready to flash into power.

Packard does away with excess friction and oil wastage, by the precise and positive *alignment* of parts from end to end of transmission.

It saves oil again by the *close fitting* of pistons and rings—and by preventing loss of oil through drip.

It saves tires by *distribution of load,* by the positive and uniform action of the clutch—in fact, by the engineering design of the *whole Packard rear end.*

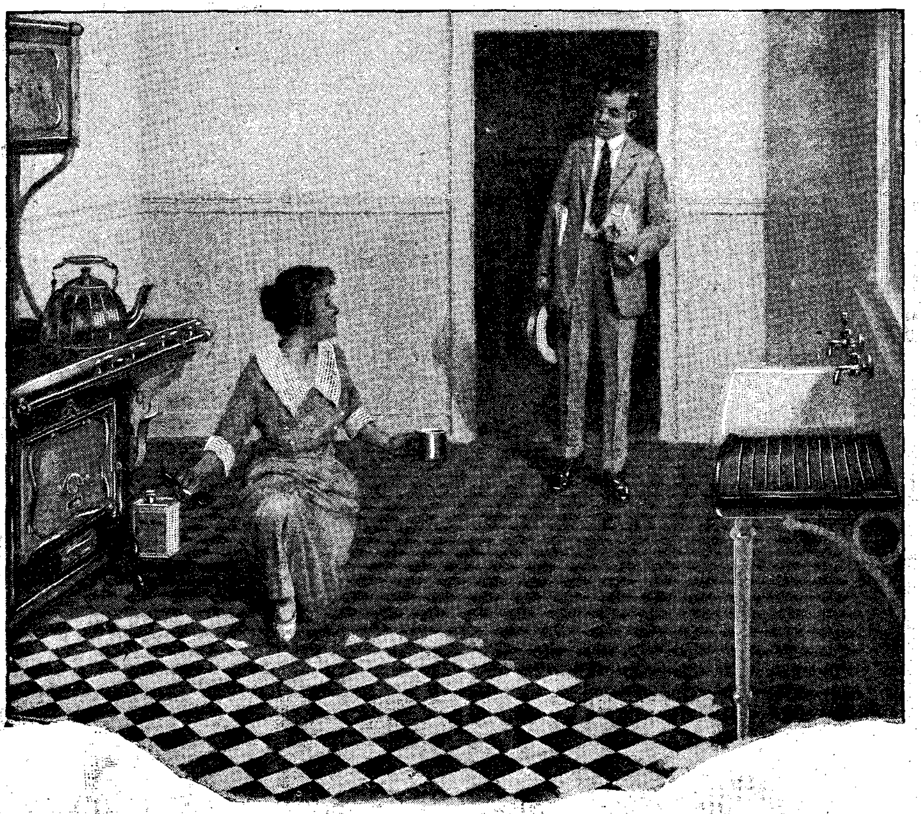
Dynamometer tests on Packard Trucks show that the Packard delivers 86 per cent of *Engine-power* to the rear wheels on *low gear,* and 94 per cent on *high.*

YOU often hear it said that Americans are too busy *making* money to *save* it.

Yet business men who keep accurate cost figures on Packard, as compared with the average truck, *standardize on Packard.*

"Ask the Man Who Owns One"

PACKARD MOTOR CAR COMPANY, *Detroit*



"Just See What Valspar Has Done!"

Valspar not only renews the colors, but the very life of floor coverings like linoleum, congoleum and oil cloth.

All you have to do is to Valspar in the evening, after work is done, and in the morning it will be dry and ready for use.

Constant washing with soap and water has no effect upon this water-proof varnish—scuffling feet do not easily mar its beautiful finish.

Valspar is also best for all woodwork—*indoors and out.*

Remember—anything that is worth varnishing is worth Valsparring.

VALENTINE'S VALSPAR
The Varnish That Won't Turn White

VALENTINE & COMPANY, 456 Fourth Ave., New York

Special Offer

For your dealer's name and 15c in stamps, we will send you a 30c sample can of Valspar—enough to finish a small table or chair. Fill out coupon.

Dealer's Name..........

Your Name..........

Your Address..........

L. D.—6-12.

SCIENCE AND INVENTION

Continued

assurance to the public that whatever products they receive with the indorsement of the health authorities are safe.

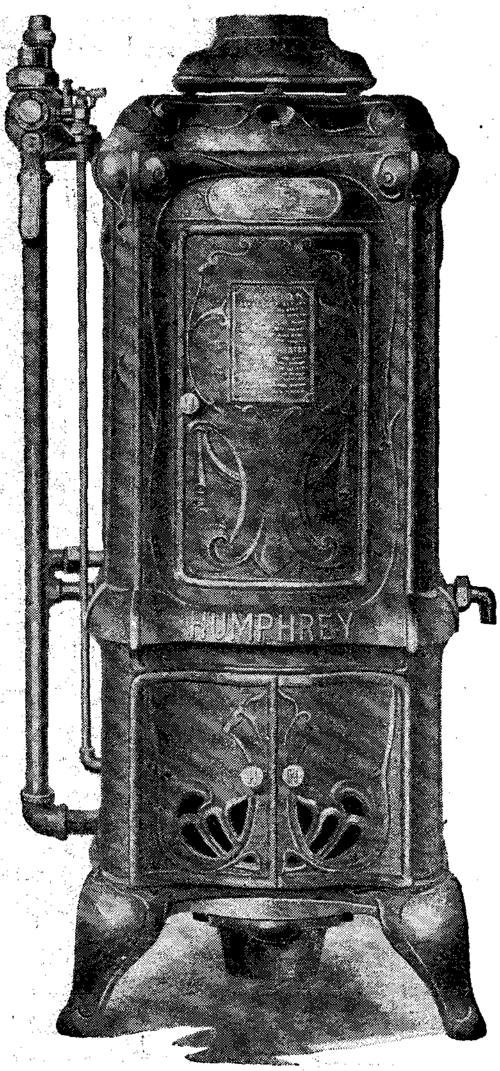
"Sanitation, however, has not stopt here. However much improvement in our water-supplies has been secured by the treatment of sewage discharged into natural waters, or by changing to supplies less polluted by sewage, it is now generally recognized that such methods are not complete. Science has produced methods for the treatment of water-supplies by which all vestiges of suspicion may be removed. Likewise with the milk supply: however clean may be the conditions under which it is produced such milk is not considered absolutely safe. Possibilities always exist for the accidental infection of milk in the process of handling, and here science has produced a simple and effective way of pasteurizing milk so as to remove the last faint possibility of suspicion.

"The same problem exists in the oyster industry to-day. Whereas oysters generally may be considered free from contamination, there are practically no conditions under which oysters are naturally produced where contamination is not possible. The waters over the beds are open to navigation, and not absolutely free of access to accidental or occasional pollution. While under ordinary circumstances these possibilities may be considered negligible, it is true that they are possible, and while such a condition exists the Board of Health must always give its indorsement with reservations, and in the minds of the consuming public will linger a faint lack of confidence which they enjoy in full in their water and milk supplies. Until measures similar to those used in the purification of water and the pasteurization of milk are utilized in the oyster industry, the public is bound to lack the satisfaction in oysters which it should rightfully have."

Looked at from the standpoint of the Board of Health, what standard should be demanded of the oyster? asks Dr. Wells. A general statement has been made that oysters should be grown in waters as pure as those which would be tolerated for drinking. But practically none are grown in such waters. All surface waters are open to pollution, and oysters are grown in surface waters. To be consistent with rigid water-supply standards, all oysters should be purified. He goes on:

"The United States Public Health Service in its investigation of coastal waters with special reference to the shell-fish industries soon discovered this fact, but from a practical point of view it did not seem reasonable to enforce such a standard, which would make oyster-production practically impossible, until some simple and efficient method of purification was available. The Service carried out experiments to discover how rapidly oysters purified themselves if transferred to clean water. The remarkable ease with which oysters became polluted or cleansed, according to the conditions of their environment, convinced the authorities that transfer to clean surroundings would be an economic means of removing any possible pollution. Carrying these experiments further,

The Humphrey Automatic Gas Water Heater Ends All Hot Water Troubles



Delays, bother, disappointments—*all* hot water troubles vanish when a Humphrey Automatic Gas Water Heater is installed.

This highly perfected device has brought daily comfort to over a million homes by supplying an unlimited quantity of fresh, steaming water at the turn of a faucet.

With a Humphrey in your basement all you need do is open a faucet. Water-flow causes the powerful burners of the Humphrey to light instantly. Fresh hot water comes to you at once.

Supply of steaming-hot water is inexhaustible. Just like being connected to a hot water main. Thermostat maintains a uniform temperature as long as faucet is left open. When faucet is closed, gas is shut off instantly. That is one of the reasons this wonderful heater furnishes the most economical hot water in the world.

The cost of Humphrey service is negligible compared with the daily, year-'round comfort it gives every member of the household.

The Humphrey meets all demands of the most pretentious homes. Its price is not prohibitive to the home of modest means. Its beauty is a credit to either.

You can rely on the heater which has proved its merits during 20 years of service in a million or more appreciative homes.

Ask your plumber or gas company for particulars, or write for our free book, "Humphrey Hot Water Service." Address Dept. A.

HUMPHREY COMPANY, Kalamazoo, Michigan
Div. Ruud Mfg. Co.

HUMPHREY
AUTOMATIC GAS WATER HEATER

THE hand processes—seven of them—by which every single Spencerian Pen is carefully and separately fashioned, are what make Spencerian Pens so long lived, so uniform in quality and so perfect in their writing points. We might add that this same individual care has made them the standard for over half a century.

At all good dealers

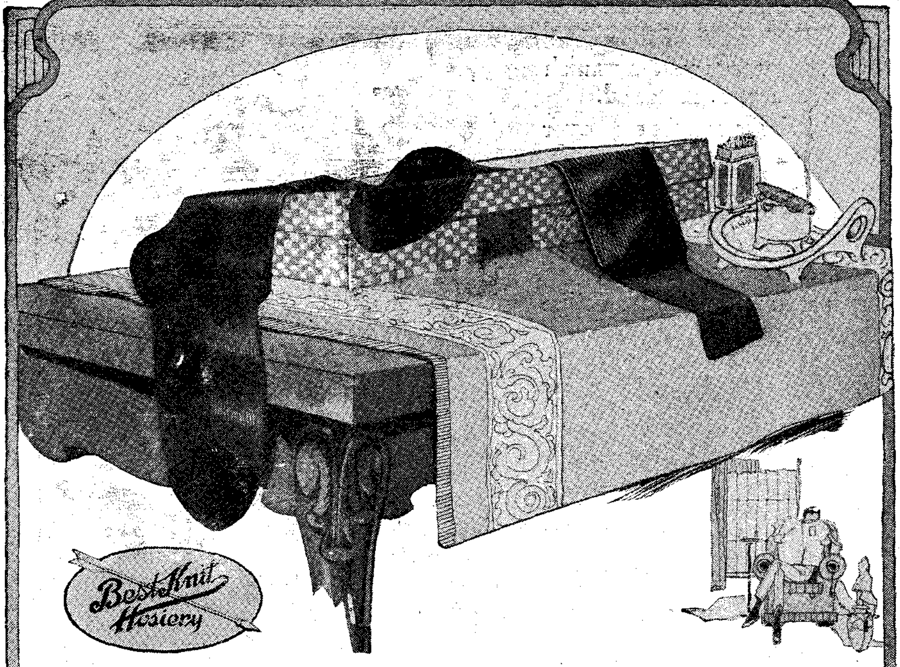
SPENCERIAN PEN CO.
349 Broadway - - New York

Send 10c for 10 sample pens, and get free, that fascinating book, "What Your Handwriting Reveals."

SPENCERIAN
PERSONAL
Steel Pens

Fine, Medium, Stub and Ball pointed

STERLING
GOLD POINT
INVINCIBLE



"Best Knit" Hosiery is uniform—dependable—every pair like one before—perfect.

The silk and lisle retain their rich, silky lustre and perfect fit even after long wear. For warmth and long service the wool and cashmere are extremely desirable.

Sizes always marked accurately—when you buy a certain size you get it.

Full range of colors and desirable weights and styles. Silk, cashmere, lisle, silk lisle, silk plaited, silk and wool.

If your dealer can't supply you, write us. Milwaukee Hosiery Co., Milwaukee, Wisconsin.

SCIENCE AND INVENTION
Continued

I proposed a method whereby the oysters would be allowed to purify themselves by natural function in artificially purified water. These experiments have been thoroughly tested, both scientifically and practically, and been found to be a feasible means of guaranteeing the character of the oyster. Dr. Cumming, under whom these experiments have been demonstrated, and who since has been nominated Surgeon-General by the President, unqualifiedly indorsed the method and recommended its use in Raritan Bay. There is no question, therefore, but that the oysterman and the health authorities have a common meeting-ground on which the one can produce oysters and the other can guarantee them.

"I have successively proposed this method as a scientific, sanitary measure (under United States Public Health Service) and as an economic measure of production (under the United States Bureau of Fisheries), and it is true that the purification of oysters can be considered as a conservation measure, and the reason for my discussion is interest in this phase of conservation. The present food shortage and high cost of living require that every available source of food be developed which can be legitimately utilized. It is not merely a question of oyster culture, but a question of food-production. The same problem arises in many of our other food-producing industries. Careless use or abuse of the waters has been causing them to be less and less valuable for the natural production of fish. The increased contamination is bringing about a condition in the shell-fish industries similar to that which has made the purification of waters used for drinking purposes necessary. This creates a legitimate field for the method of purifying oysters, whereby it will be possible to give a guaranty to the oyster and retain in production many valuable beds.

"Briefly stated, this method of purification consists of nothing more than assuring conditions of cleanliness under which the oyster can, by its natural function, remove any pollution received from the water. Ordinarily the oyster is very active in filtering out and digesting fine particles which are drifting in the water. If kept in clean surroundings the oyster is just as active in returning these substances into the water. Under ordinary conditions an oyster passes fifty gallons of water a day through his gills, and a particle of food deposited on those gills will pass on to the mouth and be eliminated from the oyster within five hours. If conditions are maintained such that pollutions are removed, and new ones are not permitted to enter the oyster, it is possible to cleanse a polluted oyster within a remarkably short period. Twenty-four hours has been found sufficient under ordinary conditions of practise. With slightly polluted oysters less time is required than for grossly polluted oysters. The latter, which it would not be proposed to treat, might require a longer period than twenty-four hours.

"The only reason why this process has not been more rapidly developed commercially has been the difficulty of bringing about an agreement between the different parties interested. If anything can be done to bring about the development of a large, well-operated, carefully supervised plant, the condition of oysters so desirable to establishing the confidence of the people in oysters can readily be guaranteed. No one proposition to-day promises more to put the oyster back on the bill of fare in the proud position which it formerly enjoyed."

THE HUMBLE GRADUATE

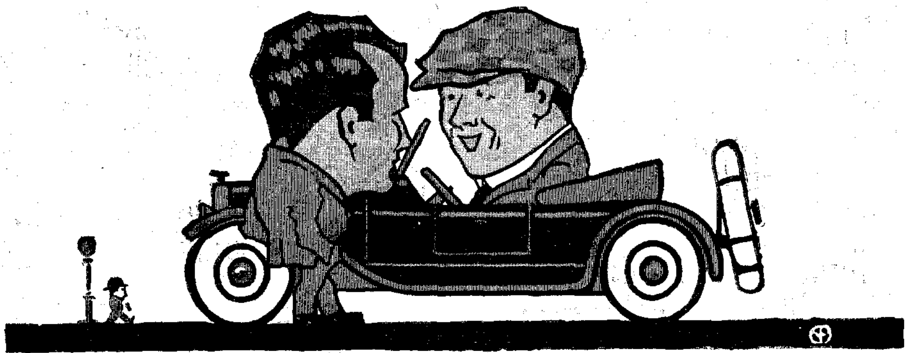
HUMILITY is not a quality that is usually predicated of college graduates, who are commonly represented as gentlemen with a rather high opinion of themselves and their abilities. A reported statement on the part of a business man that they make poor salesmen because they are too humble places them in an unfamiliar light. Prof. F. B. McDonald, of the New York University's College of Engineering, writing in *Engineering and Contracting* (Chicago), is not sure that it is a justifiable light, but he suggests that the average graduate, especially of engineering schools and courses, have not "thought themselves into the proper philosophic point of view." That point of view, rather than the petty details for which it is often neglected, is the thing that will make them leaders in the life of to-day. The judgment that they have "too much humility" is really one that they lack initiative and adjustment to change—things that are rarely acquired in school or college. The young are taught according to a tradition—and yet it is only by discarding tradition and striking out in new directions that success is achieved. We read:

"A business man of Dayton, Ohio, Mr. Houston Lowe, has been quoted in *The American Magazine* as saying that college graduates do not make good salesmen because they have 'too much humility.' This gentleman affirmed that the college man has been trained to allow other men to decide his affairs for him; that he looks at a matter from too many angles; and that he does not argue a hesitating customer into accepting the particular product for sale.

"Discounting somewhat this business man's probable prejudice for 'gingery' sales arguments and his tolerance for cheap persuasion in getting a customer to buy something that he does not want, there remains a modicum of truth in what he said. The college-bred man is likely to lack imagination and intellectual initiative. Mr. J. E. Spurr, editor of *The Engineering and Mining Journal*, in his recent address to the students of the Michigan College of Mines, exprest it thus: 'The handicap of the college-bred man is a lack of initiative and a too great fear of doing this or that which is below his dignity.'

"'Mr. Dooley,' that inimitable American humorist, has explained the great fault of American university education by giving an account of a conversation between a college president and a father who plans to send his boy to college. Mr. Dooley has the president ask the father in what field of learning he wishes the professorial specialists to do the lad's thinking for him!

"But to have the college man go to the other extreme would be equally as bad.



"Look what I did, Joe!"

"Sure Elmer, didn't I tell you you could do it with Effecto Auto Finishes? Everybody's cuttin' down the high cost of motorin' that way! It's wonderful the way they buy Effecto."

Effecto AUTO FINISHES

It's about as easy a way as you can find to save $50 or $75 while old General HCL is in control — give the old car a coat of Effecto Auto Enamel.

Wm. Peters, from the Panhandle of Texas, drove a sturdy red Stutz into the quiet and peaceful confines of Long Beach, Cal., the other day, and that smooth snappy red made 'em all stop, look and listen! One of the admiring bystanders asked the envied Mr. Peters the name of the brand that gave him all that splendor. He said, "It's Effecto Auto Enamel and you can tell anyone they can put it on and have a lot of fun doing it!"

Effecto is the *genuine, original* auto enamel; nine good colors to choose from: Black, Blue, Green, Red, Brown, Yellow, Gray, Cream and White, also clear Finishing varnish, and Top & Seat Dressing for renewing and waterproofing old tops, whether of fabric or imitation leather, as well as seats and upholstery.

Effecto Auto Enamels are easy-working, self-leveling and quick-drying. Not a paint, wax or polish. Effecto wears longer than the finish on most new cars.

Keep a can of the Black in the garage. You'll find it handy for touching up rusty spots on fenders and chassis. It prevents rusting and keeps your car shipshape.

When you go to buy Effecto — be sure you get the *genuine, original* Effecto Auto Finishes — there are disappointing substitutes on the market.

Send for Color Card and Name of Local Dealer

Effecto is sold by paint, hardware and accessory dealers everywhere. If you have any trouble getting the *genuine* Effecto Auto Enamel write us at once. We will see that you are supplied.

Pratt & Lambert-Inc. 163 Tonawanda St., Buffalo, N. Y. Canadian address: 109 Courtwright Street, Bridgeburg, Ontario.

MADE BY THE MAKERS OF PRATT & LAMBERT VARNISHES

Factories Heated Thoroughly at Lowest Cost

The Skinner Bros. Heating System will continually maintain a more comfortable, even temperature in your factory than any other system, regardless of size or type of building, or outside weather conditions.

Installation costs are 15 to 50% less than other types—maintenance costs are equally low. Performance is positively guaranteed. Send for Bulletin 50 and list of users.

Mechanical Features:

This is our direct-fired heater, type DF, supplied where steam is not available. Burns coal, coke or wood. Where steam is available we supply our steam coil, type SC, which enables you to heat your plant with exhaust steam.

Skinner Bros. Mfg. Co.
1432 S. Vandeventer Ave. St. Louis, Mo.

SKINNER BROS.
BAETZ PATENT HEATING SYSTEM

Star Tires are "*Star*" Tires

BY any other name the Star Tire would still be the "*star*" tire—"*star*" in trouble-free serviceability, "*star*" in riding comfort, "*star*" in excess mileage.

The Star Tire is hand-made by "*star*" tire builders—masters of their craft. Nothing is used in it but "*star*" material—the finest pure rubber and fabrics. Not an ounce of reclaimed or substitute rubber enters into a Star Tire. The white tread and side-walls are zinc-processed to give toughness and insure slow, even wear on all roads.

Red Star Tubes, built of pure antimony-cured rubber, last as long as your car.

THE STAR RUBBER COMPANY
Factories and General Offices
Akron, Ohio

BRANCHES:
NEW YORK, N. Y. ATLANTA, GA.
DALLAS, TEXAS CHICAGO, ILL.
KANSAS CITY, MO.
SAN FRANCISCO, CAL.

EXPORT DEPARTMENT
44 Whitehall Street
New York, N. Y.

STAR HAND MADE TIRES

CORD And FABRIC

Made By Akron's Master Tire Builders

SCIENCE AND INVENTION

Continued

In fact, some graduates are quite the opposite from humble. An unfriendly observer has exprest it: 'You can always tell a Harvard man, but you can't tell him much.' The proper point of view can not be learned glibly; the right balance is one requiring sound personal conviction. John Galsworthy has said that the best ideal is poise or balance, and that the greatest concern of a nation should be education, taking the term in the broad sense.

"College graduates to-day, and engineering graduates in particular, have not thought themselves into the proper philosophic point of view. As G. K. Chesterton has pointed out, the most important thing about a young man, even to-day when life is so highly specialized, is his attitude toward the world. Cynical educators may say: 'All very nice, but how are you going to induce the undergraduate to think himself into the proper philosophic attitude?' The answer is, by putting the student under the guidance of professors who can instil and develop the right philosophic view of life while teaching mathematics, engineering, science, etc. There are certainly enough courses taught in college without adding 'point of view' or engineering philosophy, and when students are lectured to in such a separate course they are likely to think that what they learn there is to be discarded as soon as they leave the classroom."

The writer quotes Milo S. Ketchum to the effect that the cultural value of a course depends more on the teacher than on the subject, and cites further his suggestion that the greatest need is for better teachers. President Hadley, of Yale, has said that the great difficulty in higher education is finding teachers who have the right combination of views on learning and on life. Mr. McDonald goes on:

"But cynical educators may still 'agree that the crux lies in the need for better teachers, but how are they to be obtained?' That is the point; university deans and college presidents 'regret' (in general statements) the scarcity of good teachers, but they are disinclined to hire a professor for his teaching ability. They cling to the medieval tradition of judging a man's fitness to teach by his string of degrees and his academic honors gained through committee routine or hair-splitting research. They consider that a professor who has written a book that nobody has read, or who has sat complacently on committees of adjusting clerical details, is best fitted to inculcate in a young man the right philosophy that will make him a leader in the life of to-day. That is, educators bemoan the lack of better, broader teachers—and continue to engage the conventional narrow specialist. If a new type of professor is suggested to them, they retreat into academic conservatism and fail to understand how such a change can be made.

"If the college graduate lacks initiative, and the ability to adjust himself to changing conditions, part of the cause lies in the medieval prejudices that exclude initiative and adjustment in the teaching staffs of the universities. Altho to a certain degree, the university should remain (as President Meiklejohn, of Amherst, recommends) a

Anchor Post Fences

SAFEGUARDING THE PUBLIC
at dangerous places, and
PROTECTING PROPERTY

from unwelcome trespassers, is the important day and night task accomplished by Anchor Post Chain Link Unclimbable Fences. The firmly anchored posts cannot be uprooted; the heavy chain link mesh prevents climbing; and the topping of barbed wire, clamped to unbendable arms, says "keep out" in all languages.

Posts, wire, anchor stakes, supporting arms, top rails—every part of an Anchor Post Wire Fence is heavily galvanized to prevent rust.

We also design and erect ornamental and electrically welded iron railings and gates; Woven Wire and Chain Link lawn fences; poultry and livestock enclosures; tennis back stops, arbors and trellises.

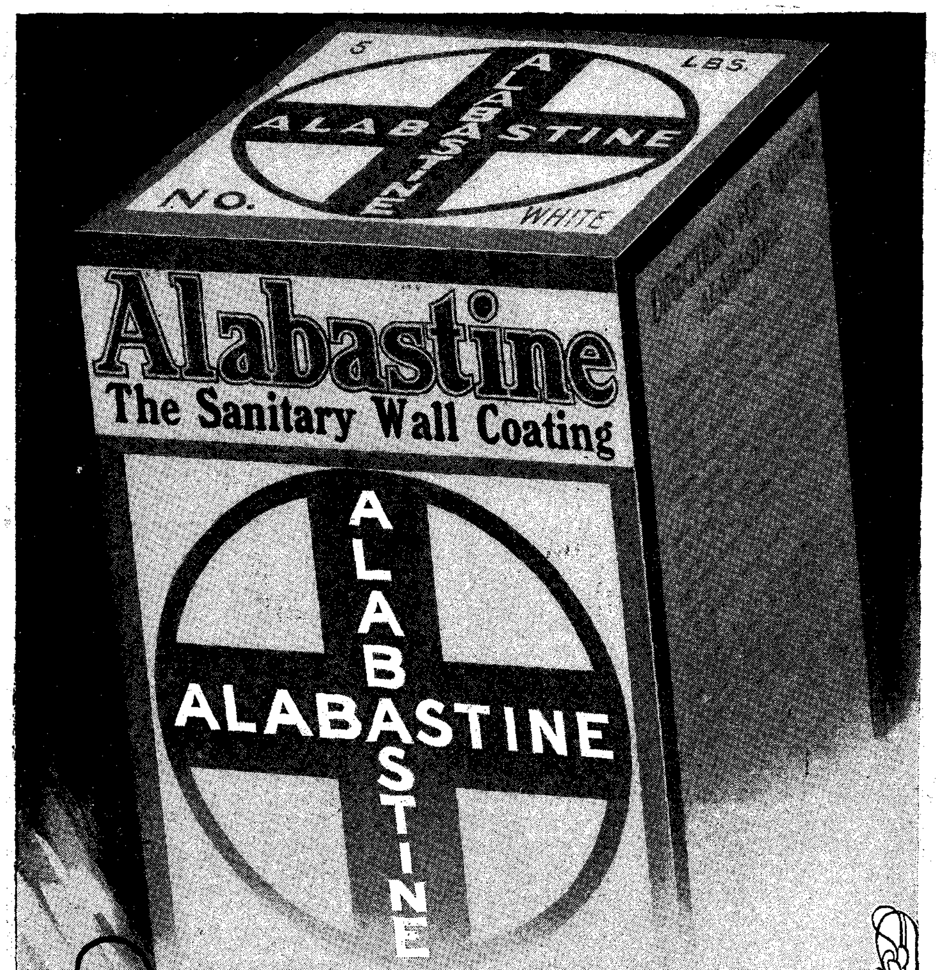
Your fencing problems for factory or farm, suburban residence or large estate will find the practical solution in one of our catalogs listed below, and a representative at any of our branches is ready to discuss the matter with you if desired.

1. Unclimbable Chain Link Factory Fences.
2. Fences for Country Homes.
3. Iron Railings and Gates.
4. Tennis Fences.
5. Poultry Run Fences.
6. Farm Gates and Fences.

ANCHOR POST IRON WORKS
15 Church Street, New York, N. Y.

BRANCH OFFICES

Boston, Mass. . . . . 79 Milk Street
Cleveland, Ohio . . . . . Guardian Building
Philadelphia, Pa. Real Estate Trust Co. Bldg.
Hartford, Conn. . . . . . 902 Main Street
Chicago, Ill. . . . . . 8 So. Dearborn Street
Mineola, N. Y. . . . . . . Jericho Turnpike
Greenville, S. C. . . . . . Palmetto Building



The Package of Beautiful Interiors

None Genuine Without the Cross and Circle Printed in Red

WHEREVER you see walls that are eye-restful and artistic, you may know that Alabastine was used. Poor results indicate a substitute. Therefore if you employ a decorator tell him to bring Alabastine in original packages and look for the cross and circle printed in red on each.

For Alabastine has removed all doubtful results from interior decorating. It is a sanitary, durable wall treatment with such range of colors that the exact tone to harmonize with furnishings and rugs can always be obtained.

Alabastine is best for any interior surface—walls, wall-board, over paint, burlap or canvas or even old wall paper where it is fast, has no raised figures and contains no aniline dyes. Just mix the dry powder with water and apply with a suitable wall brush—results are sure to be pleasing.

Write for Free Color Chart

We maintain a decorating department to assist home owners in the selection of the most appropriate and tasteful wall treatment. The service of this department is free. If you have a decorating problem let us advise you.

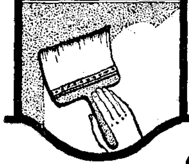
MIX IN ONE MINUTE WITH COLD WATER

5-lb. package white Alabastine, 75c
5-lb. package tined Alabastine, 80c
Special deep shades (No. 33 dark green, No. 58 deep brown) . . 95c

THE ALABASTINE COMPANY
379 Grandville Ave., Grand Rapids, Mich.

Your Local Dealer is Entitled to Your Trade

THE ONLY TOOL NEEDED TO APPLY



SCIENCE AND INVENTION
Continued

place for dreamers—an oasis of detached, abstract thinking—it should display some imagination and intuition in attracting teachers who are themselves living literature and making history, rather than merely classifying details and covering books with cobwebs. If young men are taught for four years by teachers who cling to tradition and lack initiative and imagination, is it any wonder that college graduates are being severely criticized? This does not mean that the colleges should pursue fads and take up with the ephemeral movements that float along; the college, above all, should emphasize the real and true things that civilization has proved. But there is such a thing as applying the universal truths that man has found to the life of the day.

"The college man should do for the present what Socrates did for his period. As Prof. Frank Thilly says in his history of philosophy, men were 'needed to bring order into the intellectual and moral chaos of the age, to sift the true from the false, the essential from the accidental, to set men right and to help them to see things in their right relations.' Men to do this must have initiative and the ability to apply universal principles to the shifting affairs of the day. If college men are to be trained to serve the nation in this manner, a different type of teacher must be set over them. Educators can not improve their faculties by uttering generalities about the need for better teachers, while continuing to employ the same types of sitters on committees and narrow specialists as in the past."

WHO USES THE STEEL?

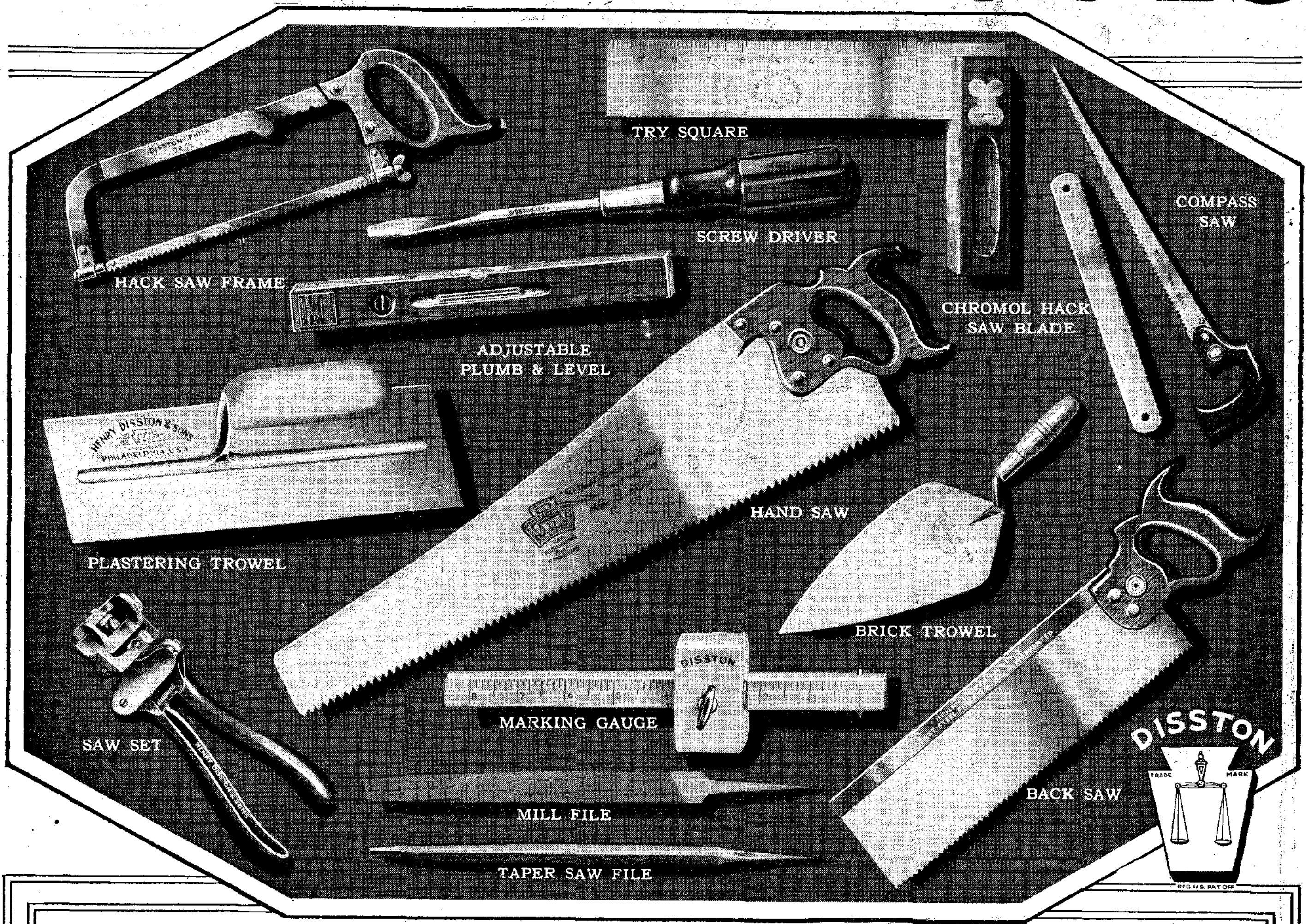
STEEL is now used by this country at the rate of about thirty-five million tons a year—about twice the consumption of a dozen years since. Who uses it? Offhand, one would credit the big consumers—the railroads, the builders of skyscrapers, the fabricators of steel ships—with getting away with most of it. Yet an analysis by *Chemical and Metallurgical Engineering* (New York) does not bear out this idea. Most of the steel that we use—at least twenty-five of our thirty-five million tons—is consumed by miscellaneous industries for making all sorts of tools and machines, pipes, tanks, and articles that separately account for little of it but in bulk require an enormous mass of metal. We might therefore abolish the railroads, sink the navy, and go back to three-story brick or frame buildings, without affecting our use of steel by any very great figure. To quote the authority named above:

"Disregarding rolled iron, which has run something like a million and a half tons a year for quite a while past, the production of finished rolled steel in 1906, when the industry operated fully at capacity throughout the year, was 17,401,911 gross tons.

"As the finished product of one manufacturing process is the raw material of the next, the definition of 'finished steel' must be by reference to process of manufacture. In the nomenclature employed in making up the statistics 'finished rolled steel' is steel after it has experienced its last hot-

DISSTON

SAWS AND TOOLS


TRY SQUARE
SCREW DRIVER
HACK SAW FRAME
COMPASS SAW
CHROMOL HACK SAW BLADE
ADJUSTABLE PLUMB & LEVEL
HAND SAW
PLASTERING TROWEL
BRICK TROWEL
SAW SET
MARKING GAUGE
DISSTON
MILL FILE
TAPER SAW FILE
BACK SAW
DISSTON
TRADE MARK
REG. U.S. PAT. OFF.

Every Home Needs Some of These Tools

With *good* tools, any man can do practically all the repair work around the house.

There's a lot of fun in doing your own work—in sawing a tough, knotty board with a saw so keen and well-balanced that it bites its way through with little effort.

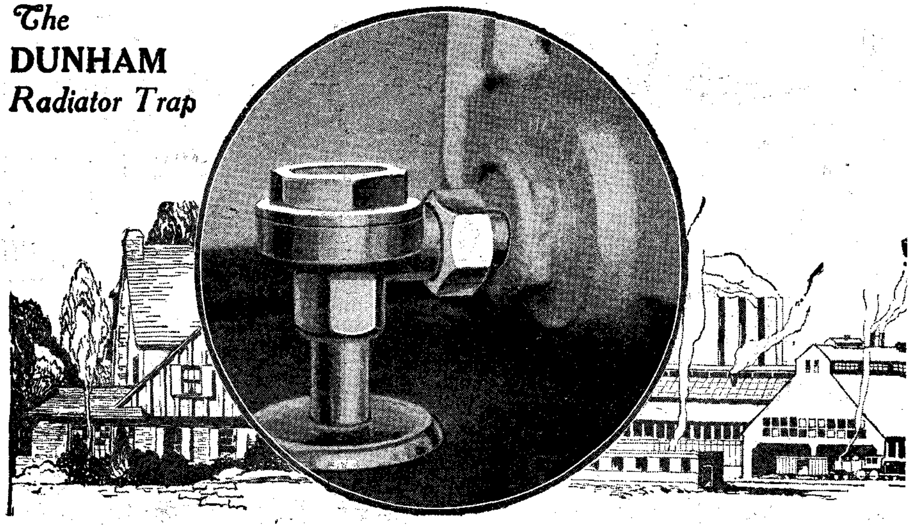
Even driving home a screw gives pleasure, provided the screw driver has a handle that will not turn on itself or slip—one that fits the palm.

Get Disston Tools of Disston-Made Steel. Do your own work and enjoy it. Estimate the amount you save on each job. The total, in a short time, will be more than enough to pay for a complete Disston outfit.

Disston Tools are sold by good dealers everywhere

HENRY DISSTON & SONS, Inc., *General Offices,* Philadelphia, U. S. A.

The
DUNHAM
Radiator Trap

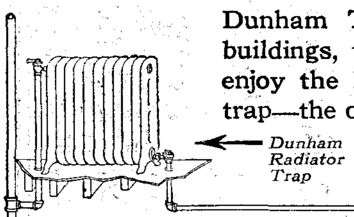


The Smallest Part of a Steam Heating System is the Most Important

A FIRE as hot as Vesuvius under the biggest boiler ever made could not force steam through a heating system if the radiators were clogged with air and water—and this is usually the trouble with noisy, leaky radiators that will not get hot all over. You know this kind.

There is an easy, sure way to get rid of these troubles in existing systems, and to prevent them in new systems. Simply insist that the Dunham Radiator Trap be specified by your architect and used by the contractor. It is you who pay the coal bills, and you who want heating comfort; it should be your earnest desire to spend a little time investigating this standard radiator trap—whether you intend to build, or re-vamp your old system.

The Woolworth Building engineers selected the Dunham Trap above all others. Many similar buildings, factories, apartments, hotels and homes enjoy the heating comfort made possible by this trap—the original thermostatic disc trap.

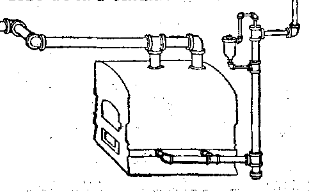


This simplified diagram shows how the Dunham Trap on a radiator is connected to a small pipe returning to the boiler.

The DUNHAM
REG. U.S. PAT. OFF.
HEATING SERVICE

This nationalized Service cooperates closely with architects, heating and ventilating engineers and steam heating contractors. The "reasons why" of the Dunham Trap and Dunham Service will be explained promptly and fully if you will tell us what type of building you are interested in. Technical bulletins are available.

C. A. DUNHAM CO., Fisher Building, CHICAGO
Factories: Marshalltown, Iowa
Toronto, Canada
Branches in 36 cities in United States and Canada
London: 64 Regent House, Regent Street, W. 1.
Paris: Establts. Munzing & Cie., 47 Rue de la Fontaine-au-Roi



The two-pipe steam heating system is decidedly the most efficient. The Dunham Trap quickly returns the air and water (condensed steam) to the boiler room through a separate pipe, but keeps all the steam inside the radiator. Existing steam heating systems can be "Dunhamized" quite easily. This should be done now.

SCIENCE AND INVENTION
Continued

rolling process, and of course also after the attendant shearing. Accordingly, black plates for tinning as well as black sheets for use as black sheets or for galvanizing are considered rather than sheet bars, skelp is considered rather than welded pipe, the rods are weighed rather than the drawn wire or the rod billets, and thus with other commodities. In both 1912 and 1913 the output was a shade over 23,000,000 tons, and as 1912 saw light operation early in the year and 1913 light operation late in the year, the production and consumption in the twelvemonth July 1 to June 30 may be taken at 25,000,000 tons, likewise the capacity. In 1916, when capacity was increasing, and when late in the year transportation difficulties interfered with production, the output was 30,557,818 tons. There has not been even and approximate test of capacity since then, but the finished rolled steel output in ordinary times runs 76 per cent. of the ingot output, and the ingot output in March, after continued increases for several months, was at the rate of 45,200,000 tons a year, from which it may be estimated quite accurately the rolled steel output was at the rate of 35,000,000 tons a year. Capacity under moderately favorable working conditions is about 40,000,000 tons a year, and let us hope that the estimate will soon be put to the test of actual experiment.

"One is called upon, therefore, to analyze about 3,000,000 gross tons a month, or 35,000,000 gross tons a year. It is a very difficult task to find the channels of consumption that will absorb so much, but this does not suggest that the consumption does not occur or that it can not occur for any length of time, since similar difficulties have been experienced ever since the steel industry has been in existence, yet the steel consumption of past years is an accomplished fact."

It used to be a custom to assume, the writer says, that the railroads consume 30 or 40 per cent. of the steel output. He considers it doubtful whether that was ever true, and assures us that it certainly is not true now. The railroads will consume 2,000,000 tons or so of rails this year. Orders for steel cars have mounted to a few tens of thousands. Steel wheels are included in the production statistics but cars do not all have steel wheels, so that at best twenty gross tons of steel per car would cover the case, meaning a consumption this year in car-building of only between 1,000,000 and 2,000,000 tons. He continues:

"Locomotives will take but a fraction of this amount, and track repair material, steel for signaling, and various miscellaneous uses but a fraction again of that. Car-repair material, however, easily involves several hundred thousand tons, repairs lately required being so extensive as occasionally to require four or five tons of steel per car. In bridges, buildings, viaducts, etc., the railroads are doing very little. The requirements of the railroads of the country, all told, therefore, are not running much beyond 5,000,000 tons a year, and certainly they are far under 10,000,000 tons.

"The individual sky-scraper is an imposing example of steel consumption, but not many sky-scrapers are erected in a year,

SCIENCE AND INVENTION

Continued

and at this time such construction work is particularly rare. It is a very large skyscraper that required 10,000 tons of structural steel for the framework, and the incidentals of piping, elevators, etc., do not involve half again as much. The consumption of steel in such large buildings will do well if it runs into seven figures this year.

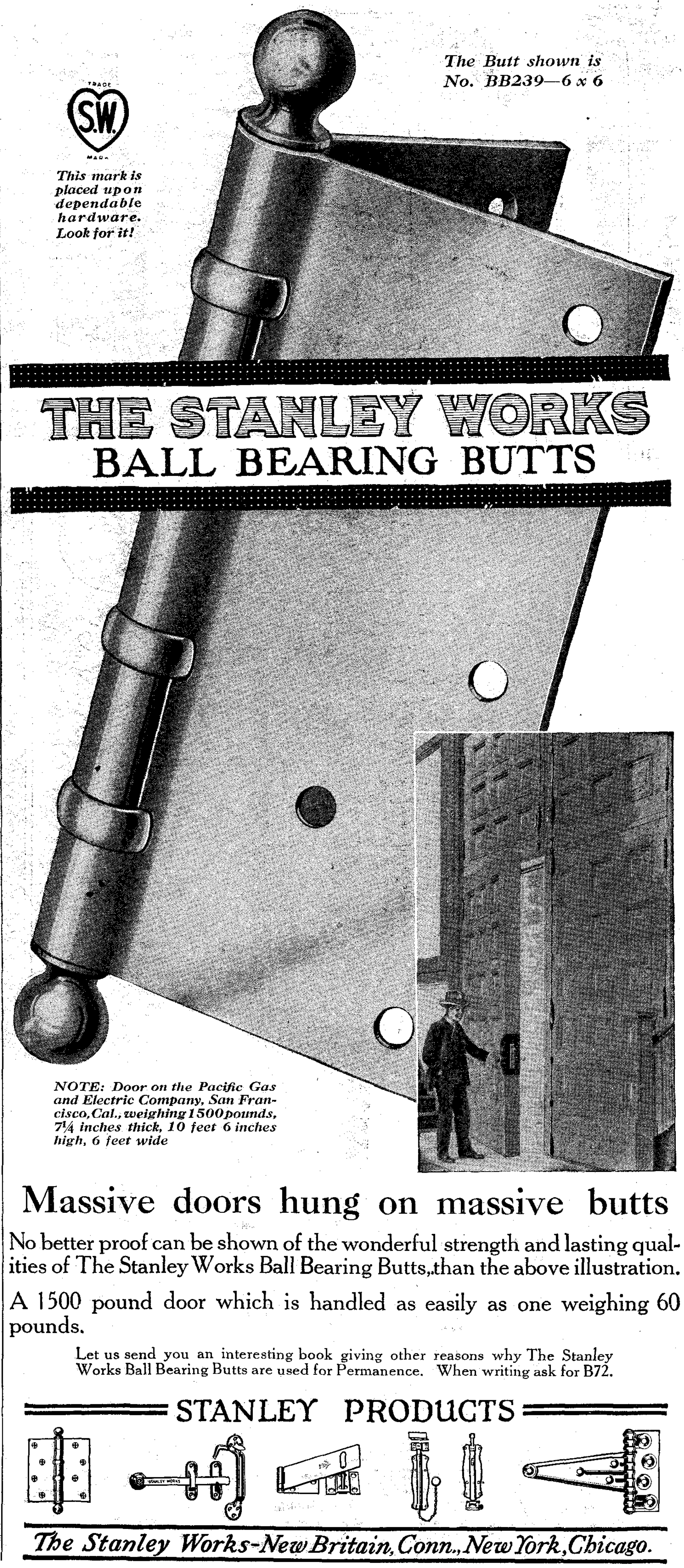
"Estimates were that slightly more than 2,000,000 passenger automobiles would be built this year. The heavy cars are rare, the light cars numerous, and the average weight of all probably lies between 2,500 and 3,000 pounds, so that one gross ton of finished rolled steel per car would cover the case, this accounting for between 2,000,000 and 2,500,000 tons for the year, or not more than 10 per cent. of the total production of the industry.

"Thus far we have found about 10,000,000 tons out of the 35,000,000 tons to be accounted for. The remaining 25,000,000 tons is 'all other,' by difference, including agricultural implements and machinery of all descriptions, tools, hardware, pipe for oil development and transport, oil and other tanks, steel for small buildings, particularly 'portable' garages, exports, and a few other items."

THE EQUALITY OF THE SEXES

NATURE sees to it that the numbers of the two sexes in any region, at any time, are approximately equal. If there is an inequality on one side or the other, it is always regarded as a notable, and rather disturbing, fact. War and emigration often break up this normal ratio of one to one; and then the sociologists take notice. An editorial writer in *The Lancet* (London) tells us that the last annual report of the Friends Association for the Promotion of Social Purity is constrained to admit the influence of war-losses, even while it points out that the disproportion will be considerably less in five years' time. He continues:

"There can be no doubt that an excess of women in the population conduces to irregular living, with its attendant diseases among those of a low moral standard. Others whose lives are regulated by the ideals taught in Christian countries may be expected to suffer psychically through the inevitable conflict between their sense of right and their unsatisfied instinct. Especially is this true, as has been shown by Professor Jung, in a civilized community where other fundamental instincts like that of self-preservation find no outlet for their affective energy. There is, however, another way of looking at this question. In those countries where a diminishing population is a source of grave anxiety to their most patriotic citizens the loss of thousands of potential fathers is a most serious aspect of the postwar ratio. Dr. Paul Carnot estimates that this loss will result in the sterility of two million women in France, and supposing that each of these women might have borne three children, he calculates that the state will lose six million citizens in this generation. France, he says, can not afford such a depletion, and he puts forward certain tentative suggestions for repairing the gap. One suggestion—less radical than others—is



The Butt shown is No. BB239—6 x 6

TRADE S.W. MARK

This mark is placed upon dependable hardware. Look for it!

THE STANLEY WORKS
BALL BEARING BUTTS

NOTE: Door on the Pacific Gas and Electric Company, San Francisco, Cal., weighing 1500 pounds, 7¼ inches thick, 10 feet 6 inches high, 6 feet wide

Massive doors hung on massive butts

No better proof can be shown of the wonderful strength and lasting qualities of The Stanley Works Ball Bearing Butts, than the above illustration.

A 1500 pound door which is handled as easily as one weighing 60 pounds.

Let us send you an interesting book giving other reasons why The Stanley Works Ball Bearing Butts are used for Permanence. When writing ask for B72.

STANLEY PRODUCTS

The Stanley Works-New Britain, Conn., New York, Chicago.

She Keeps Her Hold on Youth

INTO the noonday of life she has carried the glory of her youth. The leaping pulse of perfect health, the beauty of yesteryear, still are hers.

Pyorrhea, which afflicts so many over forty, has passed her by. In its blighting touch, Pyorrhea is akin to age. Its infecting germs deplete vitality. They cause the gums to recede, the lips to lose their contour, the teeth to loosen and decay.

Take care that this enemy of health and beauty does not become established in *your* mouth. Watch for it. Visit your dentist often for tooth and gum inspection.

If you have tender or bleeding gums (the first symptom of Pyorrhea) use Forhan's For the Gums.

Forhan's For the Gums will prevent Pyorrhea—or check its progress if used in time and used consistently. Ordinary dentifrices cannot do this. Forhan's keeps the gums firm and healthy—the teeth white and clean.

How to Use Forhan's

Use it twice daily, year in and year out. Wet your brush in cold water, place a half-inch of the refreshing, healing paste on it, then brush your teeth *up and down*. Use a rolling motion to clean the crevices. Brush the grinding and back surfaces of the teeth. Massage your gums with your Forhan-coated brush—gently at first until the gums harden, then more vigorously. If the gums are very tender, massage with the finger, instead of the brush. If gum-shrinkage has already set in, use Forhan's according to directions and consult a dentist immediately for special treatment.

35c and 60c tubes in the United States and Canada. At all druggists.

Forhan Company, New York
Forhan's, Limited, Montreal

Forhan's
FOR THE GUMS
"USE IT AS A DENTIFRICE"
FORMULA OF
R.J. Forhan
NEW YORK
Specialist in
DISEASES OF THE MOUTH
PREPARED FOR THE PRESCRIPTION OF THE DENTAL PROFESSION
UNDER AUTHORITY
N CO. INC.
ORK, N.Y.
U.S.A.

Forhan's
FOR THE GUMS
Checks Pyorrhea

SCIENCE AND INVENTION

Continued

that facilities should be offered to foreigners enabling them to assume French nationality when they are married to French citizens. Many soldiers from all parts of the world have claimed French brides in the last few years, but it is doubtful if any large proportion will wish to establish their home on foreign soil, and Dr. Carnot is not satisfied that such a change in French law will suffice. He is prepared to go much further.

"'No convention, moral or social,' he says, 'seems to us sufficiently rigid to deprive impoverished France of six million births.' The real solution must be sought through some method of making motherhood a remunerative career. The state is to replace the absent 'head of the family' and to bear all the expenses incidental to the birth and upbringing of a contingent of young subjects. A bonus will be paid on 'products of good physical quality.'

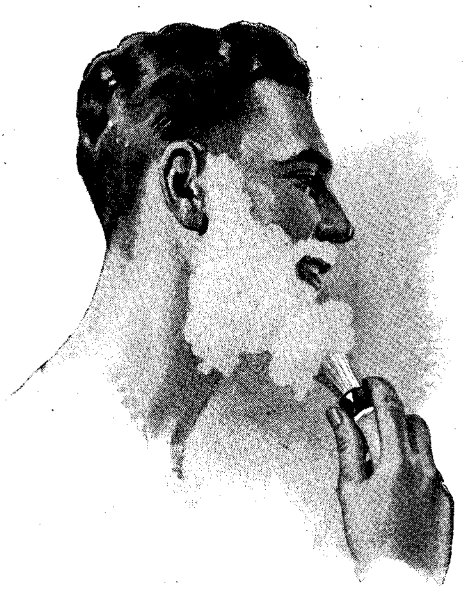
"We remember the horror which was aroused in this country by the unfounded rumor that Russian women had been 'nationalized,' and we can not think that Dr. Carnot's scheme will readily commend itself either here or in France. Fatherhood is nearly as essential as motherhood to the growing child, and we had almost rather consent to polygamy than to sociogamy. The real situation seems to be that society must discover some means of maintaining its proportion in the natural ratio of one to one. If war can not be eliminated, then women might be enlisted on the same terms as men; and, in the meantime, while so many children are in need of food, a great increase in the birth-rate will have its drawbacks."

COMMERCIAL SOOT

WHAT we call soot when it is in the wrong place becomes a valuable commercial product when manufactured to order. According to its source it is called lampblack, carbon-black, vine-black, wood-pulp black, and so on. Roy O. Neal, of the United States Bureau of Mines, who writes on the manufacture of carbon-black in *Oil News* (Chicago), tells us that this name is given to the finely divided soot deposited on a metallic surface by burning gas, as distinguished from lampblack, which is the soot thrown off by the smoky flame of oil or tar burned in an insufficient quantity of air. The gas used for making carbon-black is now usually natural gas, and some twenty thousand tons of it are produced annually in this country, mostly in West Virginia. The product is also referred to as gas-black, natural gas-black, ebony-black, jet-black, hydrocarbon-black, satin-gloss black, and silicate of carbon. Says Mr. Neal:

"This year will probably show a decrease in production of West Virginia and a material increase for Louisiana, where a large number of plants have recently been built. In the Monroe, Louisiana, gas-field, which is probably the largest in the world to-day, the gas can be obtained for two cents per thousand cubic feet, whereas in West Virginia the carbon-black operators are paying about

Why your kind of shaving cream was made *antiseptic*



Lysol Shaving Cream in Tubes

Contains the necessary proportion of the antiseptic ingredients of Lysol Disinfectant to render the razor, strop, cup, and brush aseptically clean, guard the tiny cuts from infection, and give an antiseptic shave. If your dealer hasn't it, ask him to order a supply for you.

For years, Lysol Disinfectant has served as a private board of health in thousands of homes—perhaps in your home. *Ask your wife.*

Germ life cannot live where Lysol Disinfectant is used regularly—it kills disease germs or prevents their creation.

As you know, disease germs may exist anywhere—in bathrooms as well as elsewhere. And the shaving appliances are usually kept in the bathroom.

Lysol

Reg. U. S. Pat. Off.

SHAVING CREAM

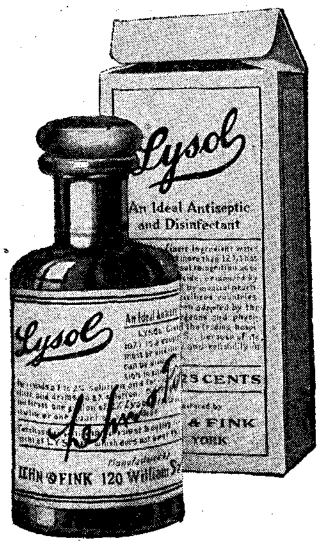
So to an excellent shaving cream formula we added the proper proportion of the antiseptic ingredients of Lysol Disinfectant. The result was a shaving cream containing the antiseptic properties of Lysol Disinfectant—the *only* shaving cream possessing these qualities.

Without its antiseptic properties, this would still be a very satisfactory shaving cream. It is smooth and rich, lathers freely, and softens the beard readily.

With its antiseptic qualities, Lysol Shaving Cream renders the razor, strop, brush, cup, and hands aseptically clean. Cleanses small cuts immediately.

And just as Lysol Disinfectant guards the health of your family, just so does Lysol Shaving Cream guard the health of your skin.

Lysol Shaving Cream, Lysol Disinfectant, and Lysol Toilet Soap are sold by druggists everywhere.


Lysol
An Ideal Antiseptic and Disinfectant
25 CENTS
Lysol
LEHN & FINK 120 William St.

Lysol Disinfectant, in Bottles 25c, 50c and $1.00

Kills disease germs and disinfects thoroughly. A 50c bottle added to water makes 5 gallons of powerful disinfectant; a 25c bottle makes 2 gallons. Sold by all druggists. Use Lysol Disinfectant regularly.

Lysol Toilet Soap, 25c a Cake

Contains the necessary proportion of the antiseptic ingredients of Lysol Disinfectant to protect the health of the skin. It is also refreshingly soothing, healing, and helpful for improving the skin. Ask your dealer. If he hasn't it, ask him to order it for you.

SAMPLES FREE

A free sample of Lysol Shaving Cream will be mailed to anyone asking for it. Try it at home or when traveling—you will like it and want the full-sized tube. Sample of Lysol Toilet Soap will be enclosed. Merely fill out coupon, clip and mail, or send a post-card.

MAKERS OF PEBECO
Lysol
SHAVING CREAM
IS OUR BOND
LYSOL

LEHN & FINK, Inc.
120 William Street
New York City
Please send me FREE SAMPLES of LYSOL SHAVING CREAM and LYSOL TOILET SOAP.

Name..

Street and No..

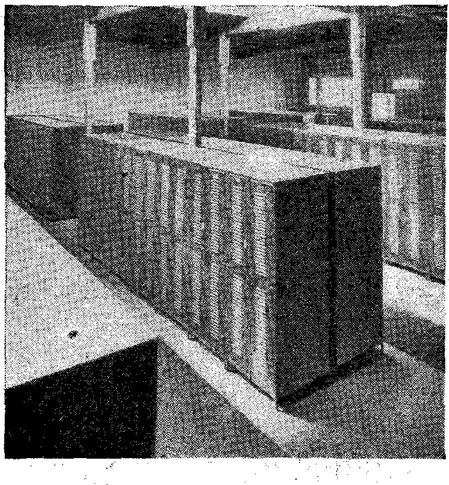
City..

State..

OUR SIGN IS OUR BOND
Lehn & Fink
New York
Inc.
Makers of Pebeco Tooth Paste

Canadian Agents
MacLean & Wood, 18 Toronto St.,
Toronto

DURAND STEEL LOCKERS



YOU can rearrange and add to your locker accommodations easily with Durand Steel Lockers. They are quickly set up or taken down; moved to new quarters; or shipped by rail.

The lockers shown above in temporary quarters have since been transferred to the new locker building and a different arrangement easily effected.

Send for catalog of Durand Steel Lockers or of Durand Steel Racks and Shelving.

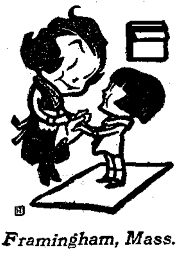
DURAND STEEL LOCKER CO.

1505 Ft. Dearborn Bank Bldg. Chicago
505 Park Row Bldg. New York

FOR MEN OF BRAINS
Cortez CIGARS
-MADE AT KEY WEST-

OLD **·LAME PEOPLE** OLD
NEW NEW
Need Nature Form Extension Shoe
Makes both feet look alike, no matter how short. Ready-made shoes worn. Stylish and secure. *Write for Booklet.*
L.D.Sinn,748 BergenSt.,Newark N.J.

Dennison's



Paper Towels

A towel for every member of the family, but no laundry bills! Soft, strong and absorbent. Inexpensive? Absolutely! Your dealer has them.

Write Dennison, Dept. N, Framingham, Mass., for "HANDY BOOK."

88 What Next ?

SCIENCE AND INVENTION

Continued

three cents. The industry is necessarily a migratory one and usually finds its home in an isolated district where there is an abundant supply of gas with insufficient marketing facilities. . . . . .

"The estimated distribution of carbon-black per annum is:

	Pounds
Rubber industry	20,000,000
Printers' ink	10,000,000
Export	8,000,000
Stove polish	4,000,000
Phonograph records	500,000
Other uses	1,000,000

"Under other uses are paint, carbon-paper, type ribbon, tarpaulins, carriage-cloth, black leather, paper, bookbinders' board, shoe-polish, electric composition insulators, celluloid, buttons, etc. At present the export trade is small, pending the establishment of stable basis of credit with Germany and Austria, but considerable quantities are shipped to England, France, Japan, and China. During pre-war times one-third of the annual production was exported.

"The first carbon-black made in 1872 sold for $2.50 per pound; this price rapidly decreased until it reached the low mark of five cents per pound in 1912. In 1915 support was given the carbon-black market when the beneficial results of the use of carbon-black in rubber tire-making were discovered. The market price of carbon-black has increased and has not since fallen below eight cents; during the past two years it has sold for as much as sixteen cents. The grade of black above mentioned is that used by the rubber and newspaper-ink trade, and constitutes the bulk of the production, altho there are some grades, such as the Peerless black, that bring as much as thirty-five cents at the present time. The latter is used in limited quantities in making embossing and high-grade lithographic ink."

Several processes of manufacture are described, such as the "channel" process, where the soot is deposited on moving channeled tables of metal, whence it is at once removed by scrapers; the rotating disk process, where a cast-iron disk three feet across revolves horizontally over radially arranged gas-burners, and scrapers; the "plate" process, in which the metal plates stand still while burners and scrapers rotate; and the "roller method," which uses metal rollers eight inches thick, with burners and scrapers as in the other methods. Some black is made by decomposing oil vapor with heat, but the product is said to be heavy and tarry. Mr. Neal concludes:

"It is generally conceded that the most useful purpose that natural gas can be applied to is for domestic consumption, but whether gas is of greater economic value for the manufacture of carbon-black than for other industrial uses is a question that must be decided on the basis of conditions existing in each locality in which a large supply of natural gas is available.

"The utilization of low-pressure gas, discharge gas from natural gas gasoline plants, gas in isolated districts, and fields which have been abandoned by other gas companies on account of low pressure, for

Would You Like to Reduce Your Cigar Bill?

You can cut down your cigar bill a little more than one-third and still smoke as good a cigar.

Just what your cigar bill is for a day, a month and a year you can easily get at. Figure it up to see whether one-third is worth saving.

This saving is rendered possible, because we are cigarmakers of years' standing, selling direct to smokers. Away go at least two costs-of-handling. Away go two profits between the cigar-maker and you.

Our El Nelsor, we show you the exact size of here—4¾ inches long. Long Havana and Porto Rico tobaccos carefully blended furnish its filler. Genuine Sumatra leaf forms its wrapper.

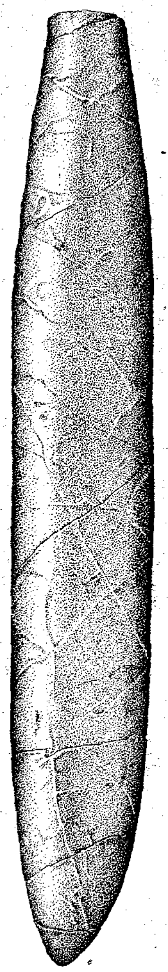
Our El Nelsor is so good a cigar that men order 100 after smoking their first box of 50.

We ship on approval. You can send to us for a box of 50, price $4. They come to you postpaid. You smoke ten. Within 10 days, you either pay for the 50 or return the 40 not used and we have no claim against you.

In course of the past 17 years we have made over 20,000 customers through allowing our cigars to sell themselves in this way.

Send for a box today. When ordering, please use your letter-head or give reference, and state which kind of cigars you prefer—mild, medium or strong.

Our cigars are handmade. We make them in many shapes for sale at various prices, but always on approval.



Shivers' El Nelsor
EXACT SIZE AND SHAPE

Send for our catalog

HERBERT D. SHIVERS, Inc.
23 Bank Street **PHILADELPHIA, PA.**

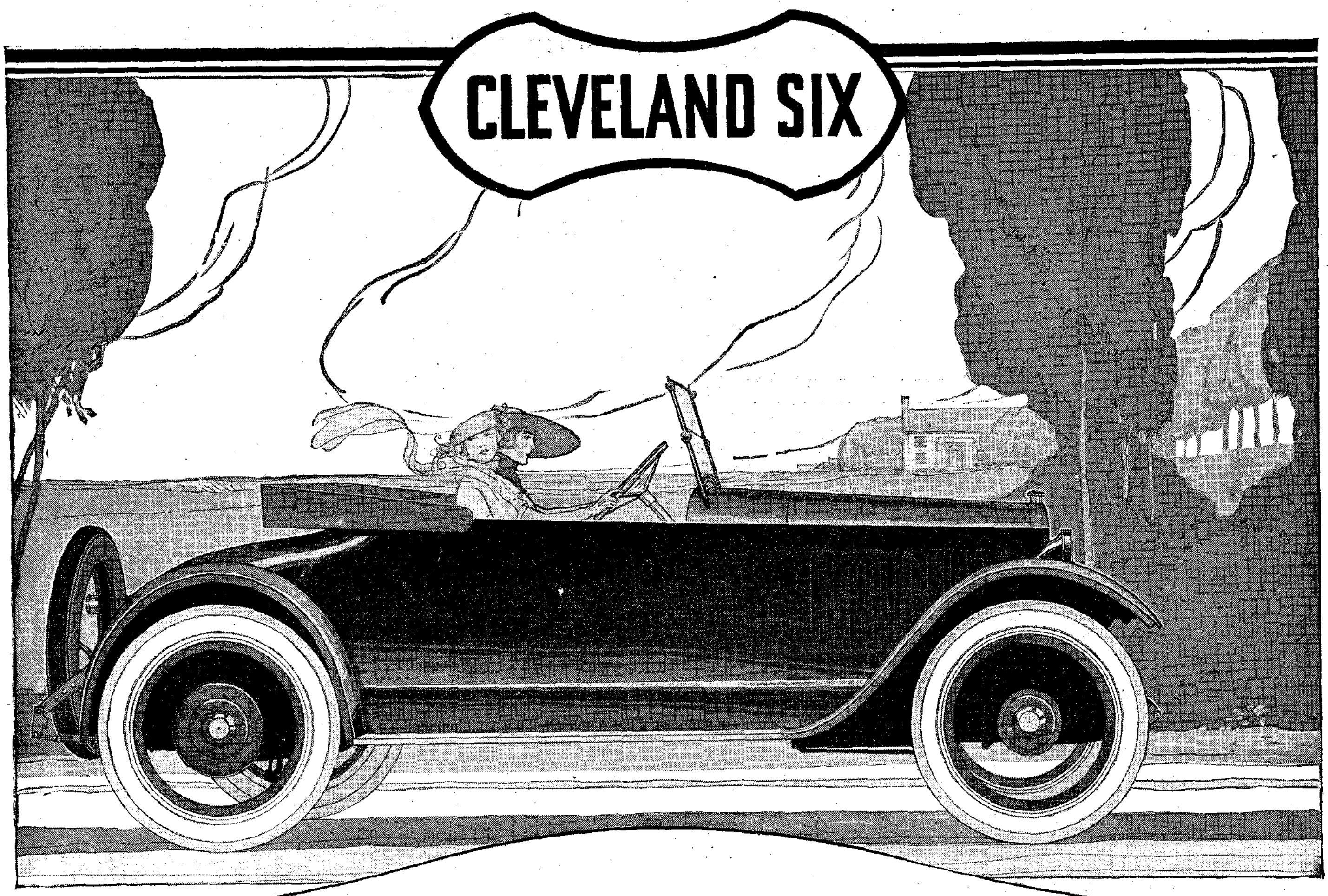
BECOME AN EXPERT
ACCOUNTANT

Executive Accountants command big salaries. Thousands of firms need them. Only 2,500 Certified Public Accountants in U. S. Many are earning $3,000 to $10,000 a year. We train you thoroly by mail in spare time for C. P. A. examinations or executive accounting positions. Knowledge of bookkeeping unnecessary to begin—we prepare you from the ground up. Our course and service are under the supervision of William B. Castenholz, A. M., C. P. A., Former Comptroller and Instructor, University of Illinois, assisted by a staff of C. P. A's, including members of the American Institute of Accountants. Low tuition fee—easy terms. Write now for information and free book of Accountancy facts.

La Salle Extension University, Dept. 652-HA Chicago
"The Largest Business Training Institution in the World"

Tycos
THERMOMETERS
Is baby's bath temperature right?
At your dealer's
Tycos
66
78 86
98
105
COOL BATH
TEMP BATH
TEPID
NORMAL TEMP
HOT

Taylor Instrument Companies D-8
ROCHESTER N.Y.
There's a *Tycos* or *Taylor* Thermometer for Every Purpose



It Makes Thousands of Friends
by Its Every-day Performance

Men and women, everywhere, have acclaimed the Cleveland Six a winner. It has won thousands of them, and they are enthusiastic in its praise. It has won them because it brings them so much more of the pleasure of driving, such ease of driving and such unusual comfort.

The Cleveland has made its friends, too, because of the extraordinary performance of the Cleveland motor, developed through three years of tests in the laboratories and shops and on the road before being offered to the public. It has life, pick-up, power and endurance that you cannot find in many cars.

Cleveland bodies are of most graceful, dignified design, handsomely finished and upholstered in genuine hand-buffed leather.

See the Cleveland Six. Ride in it. Drive it yourself. Then you will know just how good it is.

A leading automobile house in over 1500 cities and towns in the United States is showing the Cleveland Six. You will find it worth your while to see and have explained to you the many fine features of this splendid six.

Touring Car (Five Passengers)	$1485	Roadster (Three Passengers)	$1485
Sedan (Five Passengers)	$2395	Coupe (Four Passengers)	$2395

(Prices F. O. B. Cleveland)

CLEVELAND AUTOMOBILE COMPANY, CLEVELAND, OHIO

Export Department, 5 Columbus Circle, New York, N. Y. Cable Address, "CLEVE-AUTO"

$1485

Why should the employer or manager utilize our services in providing

HOMES

for those who look to him for employment?

Because we include in one organization

Town Planners and Engineers
House and Landscape Architects
Contractors and Builders

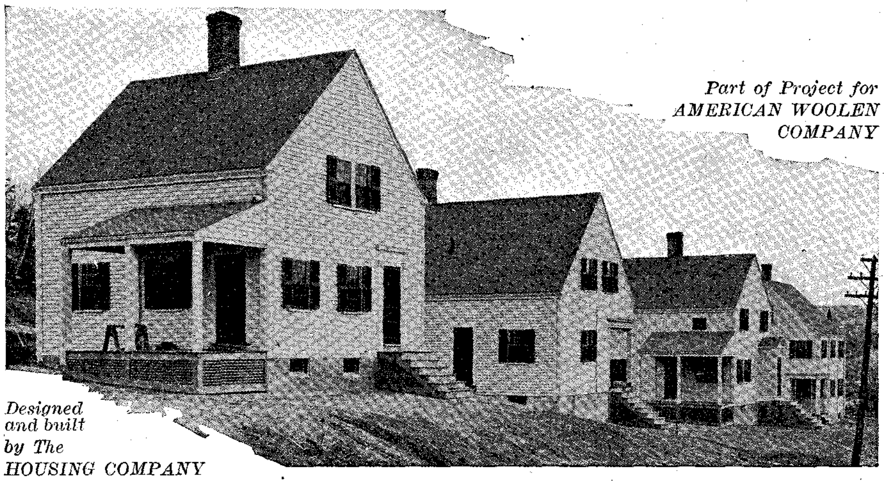
We carry on our business as you do yours—combining in one organization all the elements for producing, by factory methods and large scale production, the best

Houses or Towns

at the lowest cost.

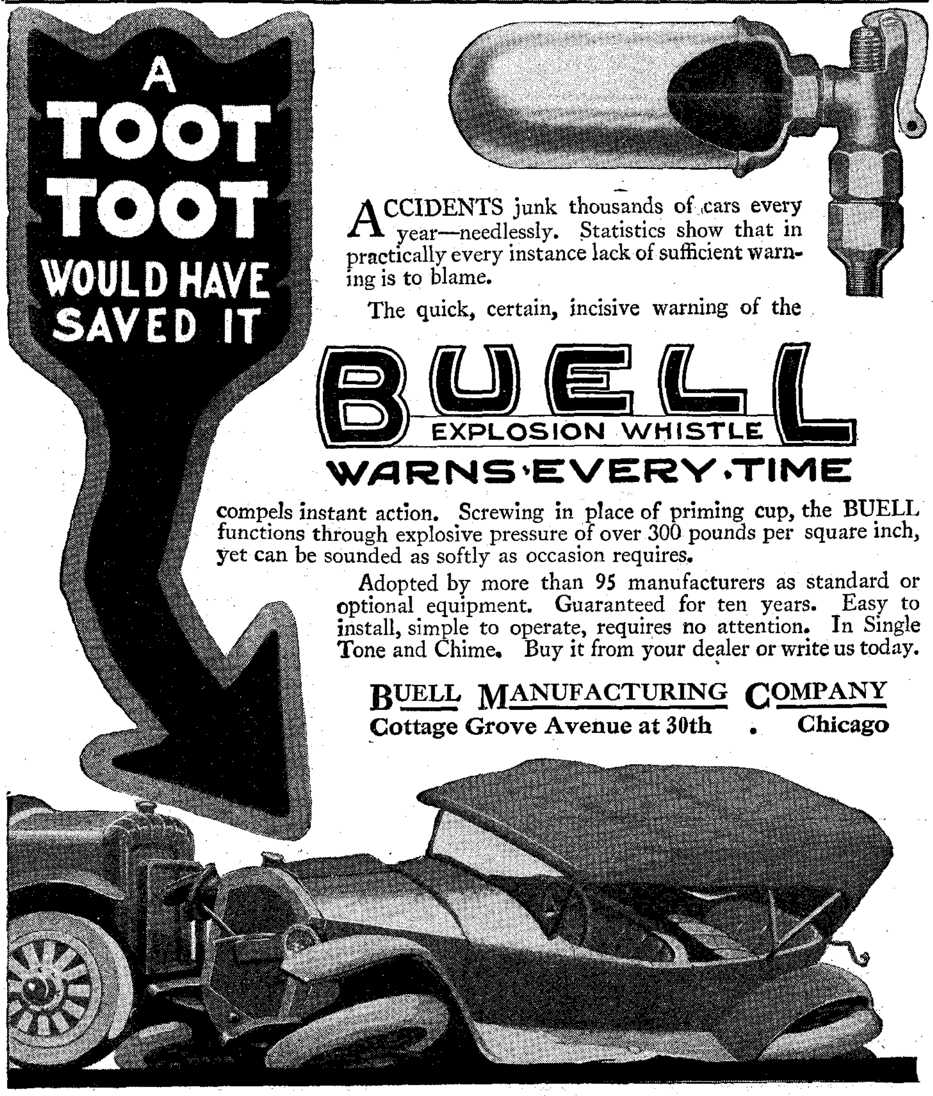
Write us for particulars or advice regarding any housing development which you may contemplate.

The
HOUSING COMPANY
TOWN BUILDERS
DESIGNERS → BUILDERS → MANAGERS
EXECUTIVE OFFICES • 248 BOYLSTON STREET • BOSTON MASSACHUSETTS



Part of Project for AMERICAN WOOLEN COMPANY

Designed and built by The HOUSING COMPANY



A TOOT TOOT WOULD HAVE SAVED IT

ACCIDENTS junk thousands of cars every year—needlessly. Statistics show that in practically every instance lack of sufficient warning is to blame.

The quick, certain, incisive warning of the

BUELL EXPLOSION WHISTLE

WARNS·EVERY·TIME

compels instant action. Screwing in place of priming cup, the BUELL functions through explosive pressure of over 300 pounds per square inch, yet can be sounded as softly as occasion requires.

Adopted by more than 95 manufacturers as standard or optional equipment. Guaranteed for ten years. Easy to install, simple to operate, requires no attention. In Single Tone and Chime. Buy it from your dealer or write us today.

BUELL MANUFACTURING COMPANY
Cottage Grove Avenue at 30th . Chicago

SCIENCE AND INVENTION

Continued

the manufacture of carbon-black, is in reality often a conservation measure and is preferable to the common practise of letting the gas go to waste."

THE TOWN THAT DRINKS THREE RIVERS

THE citizen of St. Louis, when he holds in his hand the beaker of crystal fluid, that is to renew and refresh him after depressing toil, looks upon a mixture of three floods from far-removed regions of our land. One comes from northern Minnesota, one from Montana, and one from the prairies of near-by Illinois. Properly mingled by nature and precipitated, cleansed and filtered by man's device, they constitute the fluid that is piped over the city for its daily consumption. In a paper read before the American Public Health Association at its New Orleans meeting and printed in *The American Journal of Public Health* (Concord, N. H.), Edward E. Wall, Water Commissioner of St. Louis, tells something of the three rivers that make up the water supply of his city and of the methods used in preparing their product for use. The low mortality rates of St. Louis are an evidence, the editor notes, of the success of these methods and this fact makes them of interest to sanitary engineers. Says Mr. Wall:

"From the date of the first daring attempt to clarify the Mississippi River water by coagulation followed by plain sedimentation to the present time when water from the same source is settled, softened, coagulated, settled a second time, coagulated again, filtered and sterilized there has been throughout all the wide range of study and experiment accompanying this evolution the same continuous variation in the numerous elements both chemical and physical entering into the composition of this impure and objectionable fluid.

"It is true that the variation in all these elements is confined within certain limits, but the possible combinations between quantities and kinds are innumerable, so that any treatment to be successful must be of such a nature as to be readily modified in order to meet the changes resulting from the irregular mixing of the waters of the three great rivers that meet a few miles above St. Louis, viz., the Mississippi, the Illinois, and the Missouri.

"The upper Mississippi River receives the overflow from an immense area of lakes and swamps in northern Minnesota and Wisconsin, which gives the water its high color due to dissolved organic matter leached out of fallen leaves, twigs, limbs, pine needles, the cones of cedar, hemlock, and tamarack and from the grass and undergrowth of those flatlands. Farther down it drains prairies, forests, and fields, receiving the underground water from the sandstone and limestone districts.

"The Illinois River drains a prairie district, an almost level agricultural area, so that both it and the Mississippi flow with a less rapid current than the Missouri and carry a much smaller quantity of suspended matter, but more finely divided than is the case with the Missouri.

"The upper Missouri River flows through a forested region of mountain valleys and deep cañons into gradually widening bottoms, draining an area lower down where there are no trees, carrying at all times large quantities of sediment because of bank and bed erosion. It also carries a considerable quantity of dissolved matter taken up in the flow of surface drainage over and through alkaline soils.

"The quantity of rainfall each year and its distribution, in point of time and season, over each of the drainage areas of these rivers determine the character of the water at the St. Louis intake.

"In general, the variation in the river water at the St. Louis intake follows certain lines, so that a knowledge of river and weather conditions prevailing at any time enables the chemist to predicate the treatment at least twelve or fifteen hours ahead with a reasonable degree of confidence. Occasionally sudden and remarkable changes occur, which upset all calculations, and conditions arise which differ from all previous experience. For example, in the autumn of 1911 heavy rainfalls in northern Illinois and Wisconsin, with little or no rain over the drainage area of the Missouri River, brought down from the forest and swamp lands of the upper Mississippi Valley a flood of highly colored water, which the treatment at that time failed to reduce to a point where the water could be considered as unobjectionable. No such unusual amount of color in the river water has occurred since. . . . . . .

"It is apparent that water entering the St. Louis waterworks' intake composed as it is of a mixture of the waters of three rivers draining areas entirely distinct and unalike in character must show at different times the predominant characteristics of each of the three streams according to their respective stages. The turbid water of the Missouri River, whose mouth is only about five miles above the St. Louis intake, at almost all times flows down the west side of the channel and is but imperfectly mixed with the clearer waters of the Mississippi and the Illinois. Always, there is a very distinct difference in appearance, sharply dividing the two, just below the mouth of the Missouri, which often continues as far south as Sawyers Bend, three miles below the intake.

"For this reason the water supply of St. Louis prior to 1915 consisted for a great part of the time of Missouri River water with only a comparatively small amount of mixed Illinois and Mississippi River water added, except at such times as the latter rivers were at higher stages than the Missouri.

"This made it all the more difficult to adjust the treatment on those occasions when the Mississippi or the Illinois, or both combined, suddenly brought down water of a high color carrying very fine suspended matter, both of which characteristics being foreign to the Missouri River water, introduced new factors into the problem and often temporarily made it impossible to clarify the compounded waters by coagulation and simple sedimentation. . . . . . .

"Prior to 1904 the water supply of the city, so far as appearance was concerned, was scarcely different from the water in the

A Decided Improvement in Soft Collar Fasteners

Simplicity and efficiency are characteristic of Slip-Grip. There are no hooks or complicated attachments to injure the collar. Just *slip* it on.

Spring tension fingers that will not work loose, hold the collar in place without mussing the fabric.

Altho a Slip-Grip will not come off by itself, a gentle pull will remove it.

Men who give thought to their personal appearance include Slip-Grip in their wardrobe. Fifty cents up.

Good Specialty Co., Distributors
Star Bldg., St. Louis, Mo., U. S. A.

Eisenstadt Mfg. Co.
Sole Manufacturers
St. Louis, Mo.

MacLean & Wood
Toronto and Winnipeg
Canadian Representatives

SLIP-GRIP
PAT. JAN. 30, 1917
NOT-A-PIN

Refill With
SANFORD'S
Sanford's
FOUNTAIN PEN INK
EASY-FLOWING
SANFORD MFG. CO.
CHICAGO AND NEW YORK
Sanford's
Fountain Pen Ink
Blue Black
The Perfect Ink
The Kind that
Makes a Fountain Pen Usable

ARTEMIS
PLAYER-PIANO

The secret of home happiness, wonderful in its beautiful rich tone—that's the ARTEMIS. What a perfect accompaniment it gives to the voice, what delicate shading of expression. No home is too fine for this superb one-priced instrument, that can be played by hand or as a player-piano.

Artemis Universal Prices
Popular Idol Model $495 Musician Model $590
Music Lover Model $535 Artist Model $645

Some reliable piano merchant near you represents the Artemis Line. Ask his name and address and get our beautiful Artemis Catalog No. 16 Free.

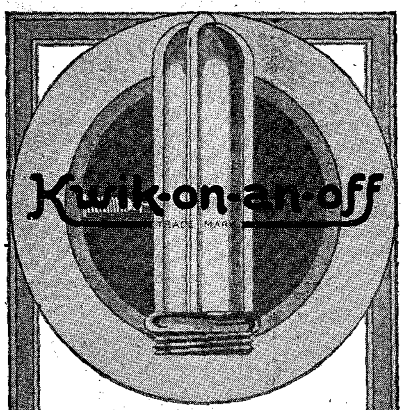
Manufactured and Guaranteed by the
Thompson Piano Mfg. Co.
(Division of Steger & Sons Piano Mfg. Co.)
Steger Building, Chicago, Ill.
15,000 Satisfied Artemis Patrons Every Year

Delicious Muffins
For Diabetics

From famous HEPCO Flour. High per cent of fats and protein—scarcely a trace of starch.

Ten 2c stamps will bring ¼-pound sample—enough for a heaping plate of muffins or gems. Address

Waukesha Health Products Co.
Spring Drive, Waukesha, Wis.
Ask Your Doctor



You are not well dressed if your shoes need shining.

If you take pride in the appearance of your car you will at once fit Schrader *Kwik-on-and-off* Dust Caps on all your tires. Not only do they give a touch of elegance to the car but they save time and effort in the attaching and detaching.

Price 50 cents per set of four

SCIENCE AND INVENTION
Continued

river. . . . Remembering that the people of St. Louis had been accustomed to using this turbid water for seventy years, it is not surprizing that they were exceedingly well pleased with the partially clarified water served in 1904–1905. . . . . .

"Scarcely any weight was attached to the purification of the water, as the popular idea at that time was that the muddy water was particularly healthful. Its appearance was the objectionable feature. The great commercial value of softening the water was not realized for some time after the initiation of the process, but later became one of the salient features of the treatment, and has been continued in conjunction with the operation of the Chain of Rocks filters."

As illustrative of some of the conditions suddenly arising, which ordinary treatment failed to meet successfully, Mr. Wall cites a period in 1911 when after general rains over the drainage areas of the upper Mississippi, the Illinois, and the lower Missouri rivers, there first came a rush of very muddy water from the steeper slopes of the Missouri, followed by highly colored upper Mississippi water mixed with the outflow of the rising Illinois, which crowded the Missouri water against the west bank, leaving the intake completely surrounded by a coffee-colored fluid for sixteen days. He goes on:

"All of the above objectionable features, together with many other difficulties, the department employees studied and endeavored to overcome, with more or less success, but they were finally forced to the conclusion that a satisfactory water could not be uniformly produced from the variable and erratic mixture flowing past our intakes, unless the final step of filtering through rapid sand filters be added to the process used and studied for more than ten years.

"After the filter plant was built and placed in operation in May, 1915, there was nothing to complain of, as far as the consumer could judge, but there were occasions when the operating difficulties were greatly increased and the effluent was not all that the chemists and engineers desired. In January, 1916, a flood of water carrying a large amount of extremely fine suspended matter came out of the Illinois River. On account of the heavy floating ice, water had to be taken through both intakes. The Mississippi water with its high color, mixing with the turbid flood from the Illinois, formed a combination of finely divided silt, in suspension with organic coloring matter, which did not readily yield to treatment. . . . Not until February, 1918, was there experienced any trouble similar to that just noted, when again the highly colored water of the Mississippi mixing with the muddy Illinois (both rivers being at high stages), made the water extremely hard to handle. . . . Since that time there has been nothing exceptional in the way of extreme conditions; the usual fluctuations in color, turbidity, alkalinity, and dissolved solids occurring and recurring with the changes of the weather and seasons."

An idea of the value of these purification processes in the reduction of death-rate may be obtained from the fact that the rate from typhoid, which was 47 per 100,000 in 1903, is now only about 7—a very low figure. There is no doubt that water-purification methods in this city alone have saved the lives of thousands of persons.

HOW TO MAKE STREETS GOOD-LOOKING

DWELLERS in cities and towns look at streets more than at anything else. One can get away from an ugly house, even if it is his own, but streets, of one kind or another, are with us always. This being the case, why not try to make them pleasing to the eye? That they are not so always depends partly on the fact that we do not realize how slight are the conditions that make for sightliness or unsightliness. At a recent meeting of the Illinois Society of Engineers, Prof. Frederick N. Evans read a paper on "The Appearance of Streets" that puts these matters clearly and satisfactorily. As printed in *Engineering and Contracting* (Chicago), it shows how the effect of a street depends on curvature, or the lack of it, on character of use, on regulation of building-height, on pavements, on parking, and on equipment of all kinds, such as street-lamps, post-boxes, and signs. Says Professor Evans:

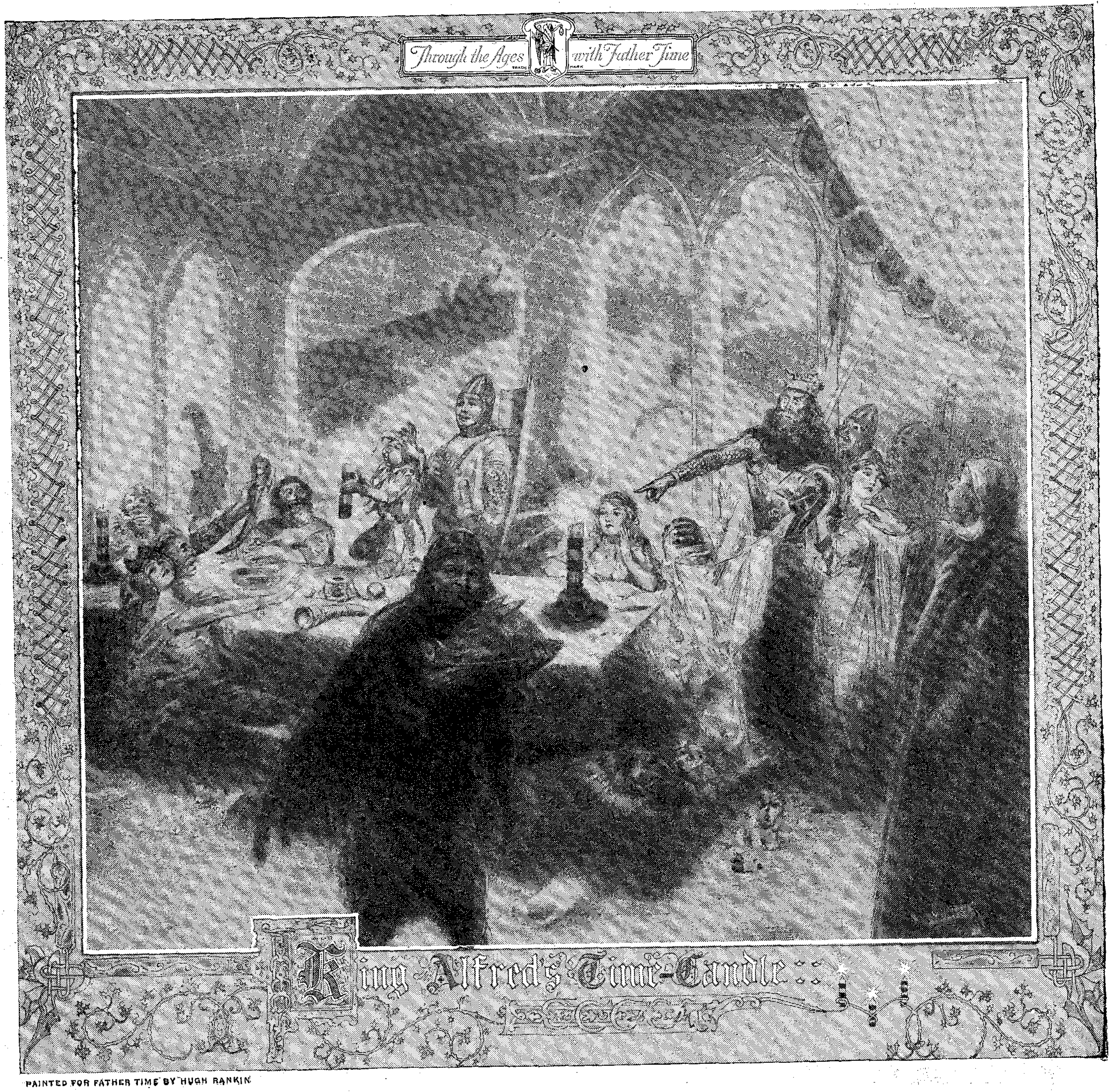
"To a greater extent than is ordinarily supposed, the type of street system governs the street's appearance. There are four principal kinds of street systems, the irregular or meandering, the concentric, the radial, and the perpendicular, commonly called the gridiron or checker-board. Seldom is any one type used alone in the town plan, even the wide-spread perpendicular system being usually broken through at some points by highways leading in from the country.

"Obviously the way in which the appearance of the street is most particularly affected by the type of street layout used is in the control which the type exerts in terminating the view, or in necessitating or obviating cut and fill in construction. Both the irregular and the concentric type close in the street picture, giving a charming effect, as illustrated in the medieval street or in the purposeful imitations of it in the modern parts of German cities.

"In residential subdivisions the curving street line undeniably adds the charm of the unexpected and a certain coziness to the appearance of the streets. It is understood, however, that uneven topography is the best excuse that a street has for curving and that on flat ground street curves are apt to appear out of place and forced. How often have pathetically poor attempts been made to curve streets, which would have appeared better straight!

"Radial streets offer numerous opportunities for the interesting termination of vistas at street junctions, as seen in the preeminent example of Paris and in a few of the cities of our own country. The lack of termination in the perpendicular system, which quite deservedly bears the name 'American system' abroad, is a well-known fact, tho there are exceptions to this, when the straight street is not carried quite to the horizon. . . . . . .

"Streets serve various purposes; for instance, there is the arterial thoroughfare, including broad avenues and highways, the street in the wholesale and industrial sections, the street in the retail district,


Through the Ages with Father Time
King Alfred's Time-Candle

PAINTED FOR FATHER TIME BY HUGH RANKIN

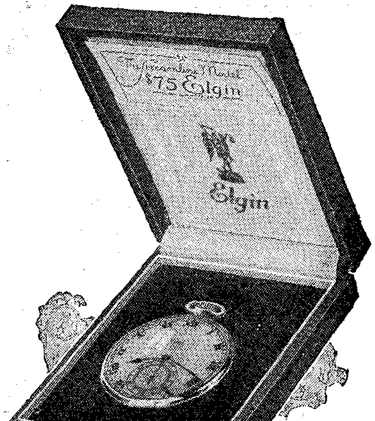
ZERO HOUR in the Dark Ages!
The Time-Candle has burned to its seventh ring, the marauding Dane sleeps in his camp—*to arms*, ye warriors of Alfred the Great!

* * *

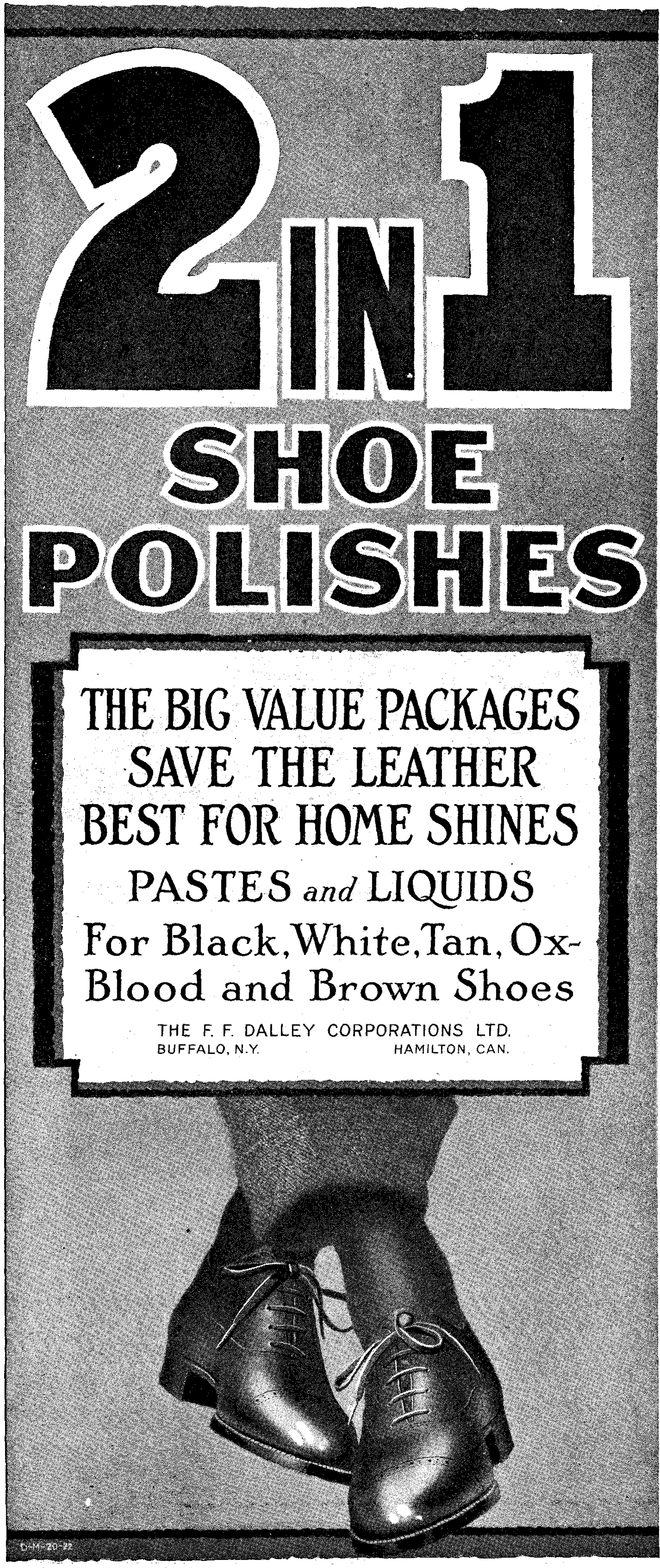
Inventions run in cycles. Alfred's Candle recalls the Cave-Man's timepiece. The grass rope was divided by knots, the candle by notches or rings.

King Alfred's grasp of *the value of Time* was amazing—his working schedule a challenge to modern executives.

To God he dedicated one-half of his most precious possession—*Time!* The Time-Candle, with its twenty-minute divisions, was his shrewd device for more accurately fulfilling that vow—a thousand years before the timekeeping marvels of our day—



Elgin Watches



2 IN 1 SHOE POLISHES

THE BIG VALUE PACKAGES
SAVE THE LEATHER
BEST FOR HOME SHINES
PASTES and LIQUIDS
For Black, White, Tan, Ox-Blood and Brown Shoes

THE F. F. DALLEY CORPORATIONS LTD.
BUFFALO, N.Y. HAMILTON, CAN.

D-M-20-22

SCIENCE AND INVENTION

Continued

the main residential street, the minor residential street, the parkway and boulevard, and finally the alley. Like the rule of architectural design, which says a building elevation should show the purpose of the structure, so the appearance of the street in cross-section should conform to the function of the street.

"Standardization of street width over the entire town plan has led to great economic loss—a condition which might be largely obviated. Where the use of a particular street may undergo possible change, the distance between curb and sidewalk may be made wide enough to allow for the future widening of the street pavement."

With the regulation of building heights, front building line restriction in residential neighborhoods, and efforts working for the elimination of signs and bill-boards, we are already familiar. All this, Professor Evans points out, has its effect upon the appearance of the street. Closely related to this is the doing away with poles, wires, encroaching steps, and with such things as advertising clocks near the curb. Besides the effect on traffic movement and insuring greater safety, there is exerted a wholesome effect upon the appearance of the street. He continues:

"All will probably agree that the pavement should be made no wider than is necessary to accommodate traffic along it. If width in appearance is desired, getting it by putting down an expensive pavement is a costly way to go about the matter. The appearance of width to the street can be gained effectively by having a narrow pavement and ample parkings, by putting in a center parking, or again by keeping trees off the parking entirely and planting them just inside the property lines. Unless given a proper width and proper planting, and unless assured proper upkeep, the center parking had best be omitted. When rightly done, however, this feature is an asset to the street's appearance, belonging, naturally only, to the major residential street, the parkway, or the boulevard.

"A center parking ought to be as wide or slightly wider than the roadway on either side. Nothing should be placed in it which will give the effect of dividing the street in half.

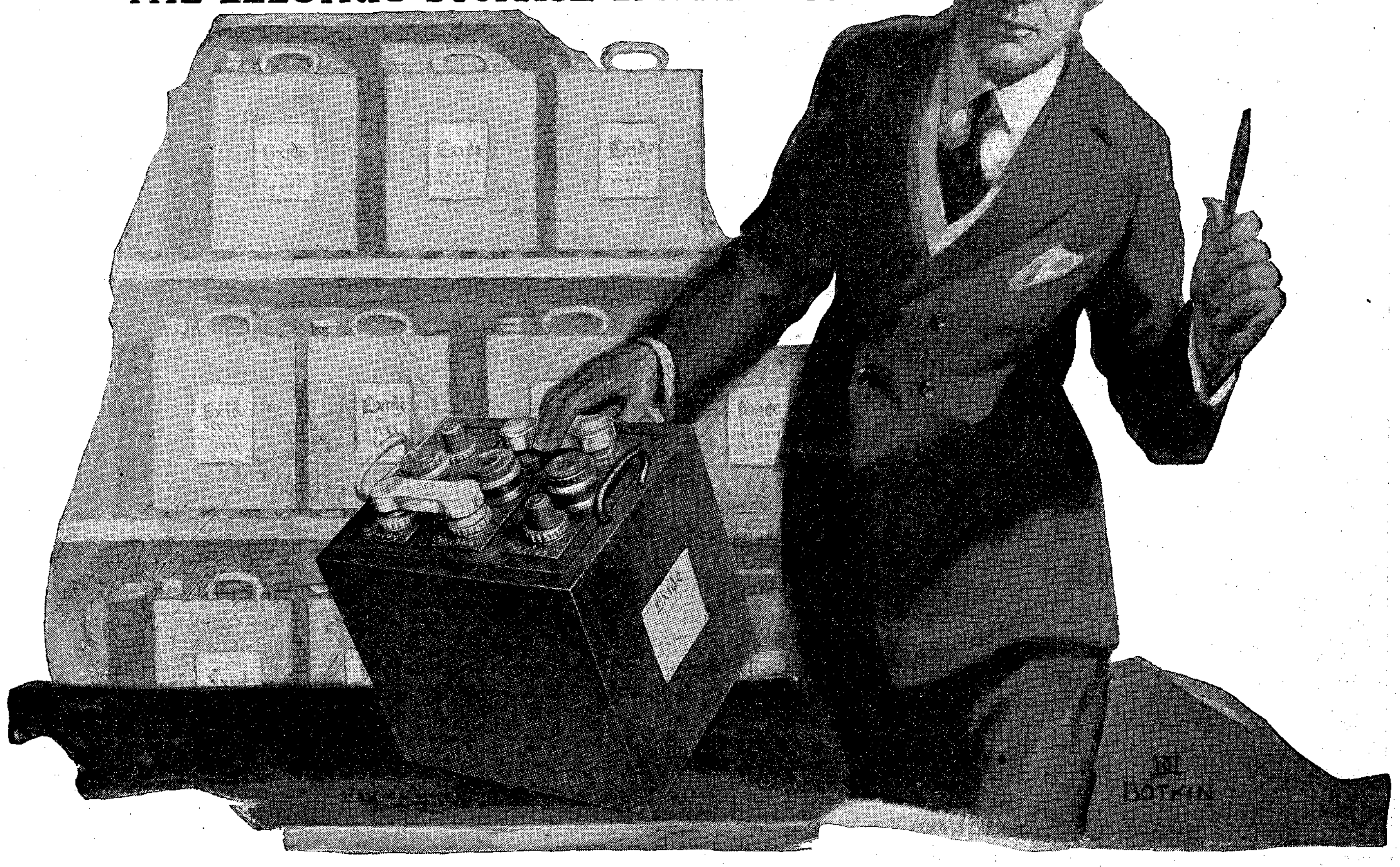
"The handling of the side parking is extremely important, since by means of a generous parking even a narrow roadway may be used without constricting the effect of breadth. No side parking should be under four feet in width, this being the minimum for street tree growth."

Sidewalks like roadways vary according to use. Professor Evans believes that proper width upon which to base calculations for each line of foot traffic is two feet. In residential sections four feet is about the minimum and six feet the maximum for ordinary use. He goes on:

"Trees affect the appearance of streets and highways as much as any other one thing. They are on the boundary between necessity and ornament. They should be of uniform size and variety along each street, and best planted about forty feet apart. At corners it is of benefit to traffic safety and to appearance to keep trees

"Exide"

MADE BY
THE ELECTRIC STORAGE BATTERY CO



DO you know what "Exide" means when it comes to selecting a starting battery for your car?

It means you are getting a specialized product backed up by over a generation of specialized experience. It means you are getting the *best* that the largest maker of storage batteries in the world can produce. It means you are getting *the* starting battery—*right* in every detail—construction, performance, durability.

"Exide" Service is Nation-wide. It can meet every need of every user of every make of starting battery. There is an "Exide" Service Station near you. Address will be sent on request.

The Giant that Lives in a Box

THE ELECTRIC STORAGE BATTERY CO.

The largest manufacturer of storage batteries in the world.

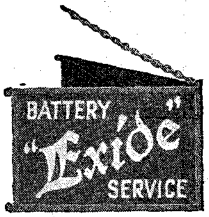
1888 PHILADELPHIA, PA. 1920

New York	Boston	Chicago	Washington	Denver	San Francisco	St. Louis
Cleveland	Atlanta	Pittsburgh	Minneapolis	Kansas City	Detroit	Rochester

Special Canadian Representatives—Charles E. Goad Engineering Co., Limited, Toronto and Montreal

"Exide," "Mycap-Exide," "Ironclad-Exide," "Thin-Exide," "Chloride Accumulator"

Batteries are made by this Company for every storage battery purpose



LOOK FOR
THIS SIGN

THE ELECTRIC STORAGE BATTERY CO.

for Shaving and 101 daily uses

A HEALING CREAM
Mentholatum
Always made under this signature A.A.Hyde

THE after-shave burn of a tender skin is relieved by gentle, healing Mentholatum. Barbers use it—why shouldn't you?

In case of accidental cuts, its antiseptic action prevents possible infection.

Keep a jar or tube among your shaving articles.

At all druggists' in tubes, 25c. Jars, 25c, 50c, $1.

The Mentholatum Co.
Buffalo, N. Y.

MENTHOLATUM

"The Little Nurse for Little Ills."

PATENTS. Write for Free Guide Book and EVIDENCE OF CONCEPTION BLANK. Send model or sketch of invention for our free opinion of its patentable nature.
Victor J. Evans & Co., 759 Ninth, Washington, D. C.

STANDARD DICTIONARY superiority quickly becomes plain to the man or woman who investigates.

Kills!

No Muss—No Mixing—No Spreading

Rat Bis-Kit quickly and surely does away with rats and mice. They die outdoors. There's a different bait in each Bis-Kit. No trouble. Just crumble up. Remember the name—Rat Bis-Kit. 25c and 35c at all drug and general stores.

The Rat Biscuit Co., Springfield, Ohio

Rat Bis-Kit
For Mice Too

SCIENCE AND INVENTION

Continued

back about twenty feet from each corner. This gives a wide circle of eight trees instead of the usual four, adding a good deal to the dignity of the street.

"By the form of its lighting standards, street name signs, post boxes, and many other pieces of street furnishings, the appearance of the street is directly affected and to an extent which makes these very things of vital consideration. It is a single law of attention that the eye tends to pass over broad surfaces and comes to rest upon small prominent objects. Important, then, is the form to be given these minor objects of street equipment.

"Each one in whose hands lies the placing of such equipment should allow his desire for doing the individual thing to be tempered by conformance to what is restful and dignified rather than odd and startling. It is hard to define good taste, but it seems to consist largely in doing simple things well, doing them frankly, and basing choice upon the best of what has been done in the past."

BEWARE OF DEAD SEED

THE first essential in raising any crop that is propagated by seeds is to plant live seed. Lacking this, no amount of tillage, rain, or favorable weather can produce one. If only a part of the seeds is "viable," or capable of germination, the expense incurred in preparing the ground is just as heavy as if the seeds had all been of high quality, while the final yields are usually considerably less. In one year, we are told by *The Kansas Farmer* (Topeka), the Iowa Experiment Station examined 3,300 samples of seed corn for farmers. An average of nineteen per cent. was entirely dead and twenty-one per cent. more was too weak to be of any value. This left sixty per cent. of good seed. In the same year counts were made in more than 1,000 corn-fields. These showed that the average stand was only sixty-six per cent. The farmers had planted the same amount of seed as usual, but as they had made no tests, only a small per cent. germinated and produced healthy plants. The writer goes on:

"What is true in this case is often true with alfalfa, corn, sorghum, clover, and practically all of the other crops in this State. Bad seasons are not always the cause for poor stands.

"In order to overcome in as large a measure as possible these dangers and to protect buyers of seeds, the Kansas State Agricultural College at Manhattan maintains a seed-testing laboratory. This laboratory is established for the use of the farmers of Kansas, and its services are given free of charge. The only requirement is that enough seeds, not fewer than 200, be sent. Two kinds of tests are made. These are for purity and germination and the results are sent out in a very few days after receipt of the sample.

"Since there is no seed law in Kansas, buyers of seeds often are imposed upon by unscrupulous dealers. Very often, also, poor seeds and those containing obnoxious weeds are sold innocently by farmers. The ordinary person does not know the obnoxious weeds, and if the seed looks fairly clean he takes a chance. Until a seed law is passed in the State which will make obligatory the examination and proper labeling of all seed offered for sale, no one should plant seeds about which there is any doubt. The risk of establishing bindweed, dodder, dock, and buckhorn plantain is too great to take any chances with. The safest way to proceed is to obtain a sample and send it to the seed laboratory for testing.

"In obtaining a sample, care should be taken to see that a truly representative one is obtained. If the seed is in sacks a handful should be taken from the top, middle, and bottom and these then should be mixed thoroughly. This method should be used for each sack unless there are more than five. In such a case every first, second, or third sack should be sampled. The same general method may be applied to any receptacle in which seeds are stored.

"In the purity tests a portion of the sample is weighed out and examined carefully. All foreign matter such as chaff, sticks, and small stones are removed and weighed. The weed seeds are then isolated and identified. From these two separations the percentage of impurities is determined. If there are any particularly obnoxious weed seeds present the sender's attention is specifically called to this fact.

"In the germination tests usually 100 seeds are tested under one set of conditions and another 100 are tested under different conditions to act as a check. The average of the two gives a fair indication of the seed as a whole. In some cases where the germination shows up especially low, the samples are retested under the same as well as under different conditions. These final germinations should check the first ones. Every effort is made to get a fair test for each sample.

"As an example of the value that can be obtained from the use of the laboratory, a few facts can be given. Of 126 samples of alfalfa seed sent in from January 1, 1920, to March 20, 1920, 24 per cent. showed germinations less than fifty per cent. Some of these ran as low as one per cent. germination and many were around twenty per cent.; fifty-six per cent., or more than one-half of the samples, germinated under seventy per cent., and only 13.5 per cent. germinated more than eighty-five per cent., and this is what good alfalfa seed ought to germinate. The average germination per cent. of the entire lot was sixty-one per cent. It is needless to say that those farmers whose crop seeds showed low germinations have profited, since they in all probability will obtain better seed or sow heavier. Those farmers who sent in samples of seed that they were contemplating purchasing found out what the seed was really worth. It should not be forgotten that if good alfalfa seed is being sold for $24 a bushel no saving is made by buying poor seeds for $12, since the difference in germination may more than offset the differences in price, not counting the decreased yield which may result. There are actually instances where seeds running about thirty-five per cent. germination were sold to farmers at bargain prices, but when the germination was taken into account the price was higher than that usually paid.

"The tests sent in so far this year show that Kafir is running quite high with an average of eighty-eight per cent. germination, cane averages seventy-three per cent., corn ninety-one per cent., sweet clover sixty-four per cent., and red clover eighty-six per cent."

New Lessons in Shaving
Hot towels and finger rubbing not needed. The secret of softening the beard lies in emulsifying the oil coat on the beard.

Copyright, The Palmolive Company, 1920

What Science Has Done

to simplify shaving

Several years ago we began to make shaving a study in the Palmolive Laboratories.

We were certain there was a scientific way to make each hair cut easily, and we sought to find it.

We studied the beard. We learned that the obstacle in fitting the beard for the razor was the oil that coats every hair of the beard. This oil, we found, did not yield as it should to the ordinary lather. Hence it was difficult for water to penetrate and soften the beard. As a result, men had to apply hot towels or rub with the fingers.

The solution

The solution to the problem, we knew, lay in a different lather than men were using. And we spent months experimenting with preparations. We tried 130 formulas before we achieved our Palmolive formula and mastered the last remaining problem.

And that men may know what a difference it makes in shaving we are offering a trial tube free.

See how easy

With Palmolive you need no hot towels or rubbing to soften the beard. You just put a bit of the cream on the face, whisk it up into a lather, and your beard is ready for the razor! This is because Palmolive instantly emulsifies the oil coat on the beard; so the water penetrates quickly.

And such a shave as you enjoy with Palmolive! You never dreamed a razor could glide so smoothly over the face. This is because this lather also lubricates the skin, so the razor can't scrape or irritate.

Both lather and lotion

Palmolive contains both Palm and Olive oils. Thus it is a lotion as well as a lather. It gives the skin a satin smoothness, a delightful cool "after feel" when shaved. No other applications are necessary.

Try it free

Note the coupon here. It brings you a trial tube of Palmolive Cream free and postpaid.

Try a Palmolive shave and see what an amazing difference.

Note that you don't have to relather with Palmolive, because it stays moist and foamy 10 minutes. A mere bit is ample for a shave. For Palmolive multiplies itself in lather 250 times. There's enough for 152 shaves in our 35c size. A cream so active, as you know, is something decidedly new.

But don't accept our word for the wonders of Palmolive Cream. Be the judge yourself, at our expense. Use a trial tube free. Send for it today.

Large size tube at druggist's, 35c.

THE PALMOLIVE COMPANY
Milwaukee, U. S. A.

Free—a trial tube

Free yourself from old-time shaving faults. Know how quick and easy and *pleasant shaving can* really be. A trial tube of Palmolive will prove a revelation to you. Send for it today. No charge. Simply mail the coupon.

PALMOLIVE
Shaving
Cream

For a free trial tube

The Palmolive Company,
Dept. 108, Milwaukee, U. S. A.

Please send me a Free Trial Tube of Palmolive Shaving Cream.

....
....
....

CLEAR AS A BELL

Sonora

The Highest Class Talking Machine in the World

THE famous Sonora tone, crystal clear, rich, resonant and delightfully expressive, has a loveliness of which you will never tire and gives wonderful enjoyment for years. In elegance of design and for important features, Sonora is supreme.

Sonora plays ALL MAKES of disc records *perfectly* without extra attachments. *It is the phonograph you take pride in possessing.*

A magnificent line of upright and period models is available at from $60 to $2500

Today write for Catalog C. Free on request.

Sonora Phonograph Company, Inc.
George E. Brightson, President

New York City: Fifth Avenue at 53rd Street 279 Broadway
Canadian Distributors: I. Montagnes & Co., Toronto
Dealers Everywhere

Use Sonora Semi-Permanent Needles on all steel needle records. They sweeten the tone and increase the records' life. Send for free sample.

CAUTION! Beware of similarly constructed needles of inferior quality.

SCIENCE AND INVENTION
Continued

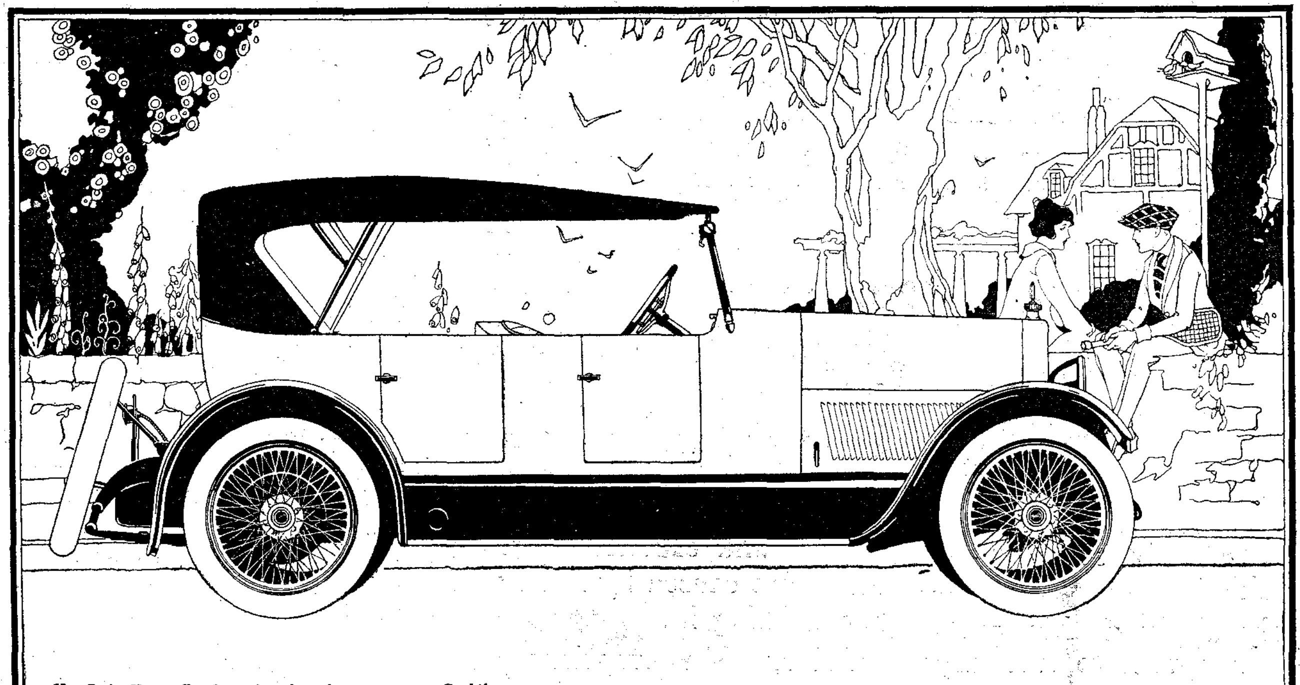
ARTIFICIAL GLACIERS FOR SUMMER USE?

THE expense of storage-dams in the Wasatch Mountains may in future be saved by freezing surplus water in winter into great masses, or artificial glaciers, and using the water as these melt slowly in warm weather. At least, this plan, we are told by *Public Works* (New York), is reported from Salt Lake City as being suggested by the local head of the United States Weather Bureau at that city. The proposition is to collect, during the winter, the various small surface streams in the mountains by pipes and lead them to sheltered basins and gullies where the sun shines for only a few hours per day, and either spray the water or let it run slowly over the ice already formed. But *Public Works* is not so sure that this scheme is workable. It comments:

"The water would be so diverted to these points during intensely cold weather, and would there freeze into masses which have been referred to as artificial glaciers. It is proposed thus to convert into large masses of ice the water which runs to waste in the winter time. It is found that snow collecting in the high valleys in the vicinity of Salt Lake City does not entirely disappear until late in summer, and it is believed that water frozen into ice in this way would last fully as long, if not longer, thawing gradually during the summer and thus reenforcing the natural flow of the streams. One advantage claimed is that water so retained would not be so stagnant as when stored in quiet reservoirs.

"Several communities in Switzerland rely for their water supply upon the melting of glaciers lying in the mountains above them, and there is apparently little question but that ice masses so formed in Utah mountains would similarly continue to melt during warm weather. There are, however, several difficulties which immediately suggest themselves to us. For instance, during the times of very low temperature when the glaciers are being formed, how will the authorities prevent the freezing of water in the pipes by which it is brought to the glacier sites? Would it not be necessary to keep several men continually on the spot during the freezing season, in order to direct the water to the desired points? The desire appears to be to use the melting ice to reenforce the regular flow of the streams during the dry weather of late summer, but the ice will melt when temperature conditions favor, and such conditions are likely to occur before the latter part of that season. In other words, we have a reservoir with an outlet which is under absolutely no control, so that the water therefrom will at some times be going to waste, and may have entirely vanished before the time of real necessity arrives.

"As to the advantage of thus obviating the stagnation in the reservoir, this seems to be based on a misapprehension, since in large mountain reservoirs there is seldom opportunity for the stagnation of water, and the character of the water is generally improved rather than deteriorated by its retention in and passage through the reservoir."



New Series Haynes Tourister—four-door, four passengers, Cord tires and wooden wheels standard equipment on all six cylinder cars. Cord tires and five wire wheels standard equipment on all twelve cylinder cars. Disc wheels optional equipment, at an extra charge, on all models.

This advertisement copyrighted, 1920, by The Haynes Automobile Company.

THE NEW SERIES HAYNES TOURISTER

TO BUILD well; to build faithfully; to *create* intelligently; to hold *character* above every other consideration—these are the ideals expressed in the Haynes.

The new series four-passenger Haynes Tourister most excellently embodies these ideals at their full value.

It is the choice of the car user who prefers a convenient, handsome four-passenger automobile. With the four doors, entrance and exit are easy. Its heavily-deep upholstery gives the acme of comfort.

The velvety power and lasting stamina of the dependable Haynes motor, the aluminum body with its attractively rakish lines, the lustrous finish—all the surface beauty and mechanical superiority are given greater value by the fact that it is 90% Haynes-made—designed, built, finished and tested in the great, modern Haynes factories.

The Tourister portrays the *quality* demanded by the four essential factors of car-character—beauty, strength, power and comfort.

The Haynes, America's first car, now exhibited at the Smithsonian Institution, Washington, D. C., was invented, designed and built by Elwood Haynes, in 1893.

The brochure, illustrating and describing the new series Haynes character cars, is unusually beautiful. A copy will be mailed to you on request. Address Dept. 63.

THE HAYNES AUTOMOBILE COMPANY
KOKOMO, INDIANA U. S. A.
Export Office: 1715 Broadway, New York City, U.S.A.

HAYNES

CHARACTER CARS

Beauty ~ *Strength* ~ *Power* ~ *Comfort*

1893 ~ THE HAYNES IS AMERICA'S FIRST CAR ~ 1920

To Soften Your Beard

To Shave Easier, Quicker, Better

Shavaid, a new scientific preparation, will make your daily shave a pleasure. Use Shavaid before lathering. It softens the beard instantly. No rubbing in. No hot water.

Home shaving is being revolutionized by this new way of softening the beard. It means an easier, quicker, more comfortable shave.

Shavaid, applied to the dry beard, softens it instantly. It makes the razor "take hold." It does away with all "pull." And it soothes the tender skin.

Simply apply a thin coating of Shavaid to the dry beard. Then apply your favorite lather. The lather stays moist and creamy.

Shave as close as you like. The old drawn, burning sensation is gone.

Shavaid makes your face feel cool and comfortable.

The daily use of Shavaid will keep your skin smooth and firm, free from the tenderness and excessive dryness which are caused by hot water and rubbing in.

Minor skin eruptions and abrasions yield quickly to Shavaid's soothing, healing influence.

B&B

Shavaid

In 50-Cent Tubes—Buy From Your Druggist

BAUER & BLACK Chicago New York Toronto

Makers of Sterile Surgical Dressings and Allied Products

RESINOL SOAP for a clear skin and good hair

TOO much cannot be said about the proper cleansing of the skin to keep it healthy, comfortable and attractive.

Resinol Soap is a pure, cleansing, toilet necessity, containing all the requisites for preserving the complexion and hair. It lessens the tendency to blotches and coarseness, by keeping the pores well cleansed, and free from impurities. Furthermore,—it does not roughen or redden the skin, because it is composed of the gentlest ingredients which refresh and soothe while they cleanse.

Used for the shampoo, Resinol Soap aids in making the hair soft and lustrous.

At all drug and toilet goods counters.

RESINOL SOAP
Resinol Chemical Co.

SCIENCE AND INVENTION

Continued

WHEN LIGHTNING SPAKE

A FLASH of lightning talked in plain English to a Michigan professor. What Delphic words did it convey? Nothing of the kind at all; it seemed to be trying to order groceries! And, in truth, it was the voice of a neighbor's wife, doing this very thing. How her voice got into the professor's laboratory and was made manifest to him in the blazing hiss of a monster electric arc, caused by a lightning discharge, is told by a contributor to *The Popular Science Monthly* (New York). He writes:

"A voice out of the night and the storm.

"The voice fell on ears that knew there could be no one to utter the call. It was a voice apart from all human relationship. The hearer confesses that his flesh seemed to creep and thrill.

"And yet, it was the day of the material present and not the eery time of ghost and goblin. The place was East Lansing, Michigan, and not the domain of witches.

"It is Prof. Herman Vedder, of the engineering department of Michigan Agricultural College, who relates the experience. Those who remember their Jules Verne will remember the thrill with which they read of the message that came over the telegraph line to which it was supposed no one could have access except its makers. Professor Vedder's experience was like that, only the chance of human agency seemed even more remote.

"The circumstance was related by the professor to a group that had remained following a meeting of the Lansing Engineers' Club at the college, and was discussing some phases of a lecture that had just been delivered on advanced theories of electrical science. The group had been chatting informally, and the conversation led up to the experience told by Professor Vedder. Some one had just said that the physical seemed to taper off into the superphysical.

"The circumstance in question occurred back in the days when wireless telegraphy was under the close observation of students and investigators, before antennæ were strung from the house-tops of experimentally inclined boys. Professor Vedder was a student of the new wonder.

"On the night in question Professor Vedder was sitting over his instruments, in a crashing thunderstorm. How wireless would act, with the heavens surcharged to the limit with electricity, was the matter under observation. Presently, however, prudence dictated withdrawal.

"'I drew back hurriedly from my apparatus,' said the Professor. 'A flash of lightning ripped into my station, and across one of my instruments there blazed a flaming electric arc. Out of the flame came a human voice—I heard part of a broken sentence. It lasted for an instant. Then the blaze snapt out and the voice ceased.

"'It was some time afterward that the explanation was worked out. You perhaps know that an arc light responds to the resonant effect of the human voice. What is known as the "singing arc" is well known to physicists. That is, a telephone circuit is introduced into a current supplying an arc light, and out of the arc word-vibrations can be made to come.

SCIENCE AND INVENTION
Continued

"'Now, on the occasion of which I speak a sudden flash of lightning had formed an arc across part of my apparatus. This circumstance befell just at the time the telephone-wire leading from the home of one of the other professors had been blown by the storm across my wireless aerial. The voice was that of the professor's wife, who was attempting to telephone the grocer. Later she told me what she had said, and the words I had heard fitted in with her sentence. But the first unexplained effect was most uncanny.'"

ANNIVERSARY OF "TOPICS OF THE DAY"—It is one year ago this month that the Pathé Company took over the distribution of the short film subject, "TOPICS OF THE DAY SELECTED BY THE LITERARY DIGEST," and in view of the success which has attended its efforts, the anniversary event is being suitably observed.

From a very small beginning "Topics of the Day" has become the most popular brief "screen newspaper," if the fact that it is now being shown weekly in three thousand theaters is an indication of popularity. Conservatively estimated, an audience of fifteen million persons, scattered through nearly every city and town in the country, views it weekly. It has also been the medium for bringing more closely to public attention projects of such vital concern as "Better Pay for Teachers," "Americanization," and other patriotic subjects. These features strike a responsive chord in the public mind. From far-away Alaska, F. C. Purinton, manager of the Liberty Theater, Ketchikan, writes that "we get more chuckles and laughs out of it than out of some of the would-be comedies," while E. D. Rhind, of the Bates Theater, Attleboro, Mass., declares that "when I tell you that Topics of the Day contains the only element of comedy in my Monday and Tuesday shows you can see what we think of them." The Tulsa *Spirit*, official organ of the Tulsa (Oklahoma) Chamber of Commerce, breaks into the vernacular thus: "As a screen attraction 'Topics of the Day' have Bill Hart, Doug. Fairbanks, Mary Pickford, and Charles Chaplin beat to a fade-away." Such sentiments are typical of those emanating from every section of the country. It is estimated that during the year more than eight hundred newspapers, periodicals, and magazines have been quoted in the screen version of "Topics of the Day." The subject of each paragraph used is generally timely and typical of American humor and satire. The quotations are clean and unoffensive, the producers observing a non-partizan and non-sectarian policy in making their selections. When the daily newspaper becomes a screen fixture, if it ever does—and stranger things have happened—"THE LITERARY DIGEST Topics of the Day" will be among the pioneers which pointed the way to such an enterprise.

J. B. HALL'S
JBH
PANETELAS

Actual Size
5 Inches

ONLY 100 AT THIS PRICE

$5.00 Box of 100

Delivered to Your Home Parcels Post Prepaid

HALL'S

GENUINE HAVANA

Panatela Cigars

James B. Hall
EST. 1889

are made of the choicest Havana filler grown on my own plantations in Cuba and made with Connecticut Valley binders and shade-grown wrappers. Packed in genuine Cuban cedar-wood, lock-cornered, air-tight boxes to preserve their fragrant aroma.

Try Them at My Risk

You can smoke five or ten and, if not entirely satisfied, return the balance and I will refund your money at once.

This Offer Good For Only 30 Days

I will hold this special offer open for 30 days only and *I reserve the right to refund your money if I cannot fill your order.* To show the wonderful value of these cigars, to as many smokers as possible, I am limiting this introductory offer to 100 cigars to each smoker.

Send Order NOW to Insure Immediate Delivery

In ordering, send cash, check or money-order, but do not delay if you want to insure having your order filled promptly. Please specify mild, medium or strong, when ordering.

My references are any bank in the United States

Send All Orders to

JAMES B. HALL, Inc., 176-178 East 127th Street, New York City

Your Feet Want Rest and Comfort

Ask your dealer for a package of

ALLEN'S FOOT=EASE

The antiseptic, healing powder to shake into your shoes and sprinkle in the foot-bath

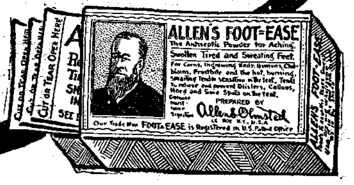
This standard remedy gives quick relief to Aching, Swollen, Perspiring, Smarting or Tender Feet, Blisters, Callouses, Corns, Bunions and Sore Spots.

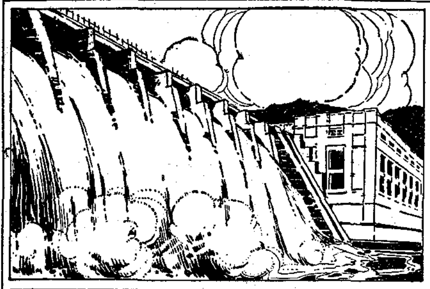
At night, sprinkle one or two **Allen's Foot=Ease** powders in the foot-bath, and soak and rub the feet. In the morning shake some **Allen's Foot=Ease** in each shoe and walk all day in restful ease and comfort.

Nothing relieves the pain of tight or new shoes so quickly. Saves the friction upon nervous, painful feet, **and shoes and stockings last much longer.**

Used by American, British and French troops. Over one million five hundred thousand lbs. of Powder for the Feet, supplied to our troops by the Government. Freshens the feet and gives new vigor.

Drug and Dept. Stores sell it.





Strong Investments At Bargain Prices

PROBABLY *it will be many years* before the investment opportunities of the present day are equalled in attractiveness.

Certain electric and gas companies have admirable records of stability during the trying periods of war and reconstruction, no less than in peace. These companies have thousands of home shareholders receiving regular dividends, have been justly treated by the public and are performing an ever-increasing volume of useful service on a profitable basis.

Properties serving upwards of 2,200,000 people in about 500 cities and towns in 16 states are back of the

Preferred Stock of

Standard Gas & Electric Company

which stock pays the investor an exceptionally good return, regularly by check every 3 months.

You Can Invest Profitably by Mail

Illustrated literature telling why this investment is unusually desirable will be sent on request. Decide the merits of the investment in your own home.

Our Monthly Payment Plan

has many points which appeal to the man or woman anxious to save systematically and invest wisely. You can start with as little as $5. Full details will be supplied, if you are interested.

Many thousands of well satisfied investors throughout the United States are profiting from the constructive, progressive work of our organization during the past 18 years.

Write for Illustrated Booklet D-11

H. M. Byllesby & Co.
Incorporated
208 So. La Salle St. Chicago
New York 111 B'way
Boston 30 State St.
Providence 10 Weybosset St

7% **Higher Interest Rates**

Owing to a general advance in interest rates, we shall for a short time at least, be able to get Seven Per Cent for our customers on First Mortgage Loans. We suggest that you take advantage of this and arrange to take some of these loans at the higher rate. Good loans are offering. Write for Loan List No. 77

Perkins & Co., Lawrence, Kansas

For the Investor

We have published a most unusual 16-page book which will be of real value to you if you are considering purchasing or selling securities, either for profit or for investment, or wish to know how it is done. It will show you what

POOR'S
Investment Service

has done for others and what this service can do for you. It outlines a general policy for the investor to follow. In other words, it takes the mystery out of Wall Street.

Send for this Booklet today. It is FREE—postage paid. Address Poor's Investment Service Dept. A9.

Poor's Publishing Co.
33 Broadway New York

INVESTMENTS • AND • FINANCE

NEW FREEDOM FOR WHEAT PRICES

THE Government's control over cereals and cereal products ended on June 1, and, as the New York *Journal of Commerce* notes, "the period immediately following the reestablishment of free trading will necessarily be a trying one." Tho there will be difficulties, this business organ sees no cause for great alarm, and it declares that all the talk of $40 flour and twenty-five-cent bread is hysterical and absolutely without justification. It says further:

> The most immediate and pressing problem, and perhaps the most difficult one facing the distributers of grain and flour, is the railroad situation. Considerable relief is expected to result from the recent order of the Interstate Commerce Commission requiring the Western movement of empty box cars. It will, of course, require the very best handling of the equipment that the railroads now stand possest of to transport the large stocks of wheat now waiting for shipment both in country elevators and terminal markets, as well as the new crop soon to be ready for shipment. There is every reason to believe that the railroads are thoroughly alive to this situation; it is believed that the Interstate Commerce Commission may be looked to for whatever aid it can afford, and it is to be hoped that railroad labor will realize the critical nature of the situation and not impede the work in a fashion that will be as hurtful to them as to any one else, perhaps more so.
>
> Another condition which works against the peace of mind of the grain and flour trade is the government subsidizing of bread in foreign countries. This last centralization of buying power is thought to possess considerable danger to free markets in this country. Under these circumstances there is grave question whether it will be possible immediately to provide hedging facilities which would enable legitimate traders to operate on as close a margin as usual, and thus pay producers profitable prices for their grain and at the same time make possible relatively low prices to the consumer. Moreover, in the present circumstances a free futures market might lead to a wild orgy of speculation. It would seem, therefore, that this step should be taken only after most careful consideration. When the free markets are opened they should remain open without government interference. But the proper solution of this problem is largely a technical matter and may well be left to several committees appointed for this purpose by the conference of the representatives of grain and flour trades held at Chicago on May 7.

In the financial columns of the New York *Evening Post* we read that actual resumption of trading in wheat futures may possibly begin on July 1. Most people, says this paper, are chiefly interested in price possibilities, and it quotes *The Northwestern Miller* (Minneapolis) as follows on this point:

> The whole situation is immensely complicated by the utter uncertainty of the future. One man's guess appears quite as good as another's regarding what wheat prices will do after the market influence of the Grain Corporation is removed. Predictions range all the way from $1.50 to $4 per bushel for wheat without any convincing arguments in either direction. Whatever may happen after the Grain Corporation goes out of business the entire trade will be immensely relieved when this feature of the uncertainty is removed.

This was the feeling in the grain trade at the time of the removal of restriction. Wheat was then worth $3.35 a bushel as compared with the government guaranty of $2.26.

The range for the current year to date has been $3.50, high in the early part of January, and the low, $3, in the middle of February. The high and low prices for wheat last year were $3.50 in December and $2.20 in August, while the high and low prices for 1918 were $2.42 and $2.17. In 1917 the high and low prices were $3.45 and $1.51½.

The writer in *The Evening Post* seems to think that it is about a toss-up whether prices will markedly advance or not, but would call particular attention to these considerations, which may operate against very high prices:

> In the first place, those purchasers of wheat who buy with the purpose of holding for a higher price must first obtain the credit from the banks, and sentiment among banks at the present time is to discourage such purchases. Secondly, these purchasers also buy with the hope of prices going higher, so that they may be able to reap the profits from the transactions, and as to this the banking policy is also opposed to any such upward movement.

WHY THE TEXTILE-MILLS ARE SLOWING DOWN—Many of the textile-mills of southern New England which have been running on an overtime or extra-shift basis are now curtailing production, in some cases running on part time. This, writes the Providence correspondent of the New York *Evening Post's* financial page under the date of May 28, is due to a combination of general and specific causes, which he states as follows:

> Restricted banking accommodation and restricted transportation have joined hands with a feeling of uncertainty as to maintenance of prices and fear on the part of buyers that they may be caught with heavy stocks at a time of falling values. This makes them cautious in placing orders.
>
> Manufacturers are unwilling to admit that they are planning to curtail production. The facts are, however, that last week the sales in Fall River were the smallest in volume of any week in the past five years, less than 10,000 pieces being sold,

YOUR Customer wants to like your work

better paper
better printing

SOME salesmen seem to act on the theory that their customers are men who like to find fault with the goods they buy.

That is known as "Salesmen's Defeatism."

The fact is that most men when they place an order do so with the fondest hope that they will like the goods when they are delivered.

Every buyer of catalog printing wants his catalog to turn out well.

Instead of sitting in his office waiting for a chance to tell a printing salesman that his register is off, or to tell the paper salesman that his pictures have not been properly reproduced, he is almost praying for a chance to say, "That's fine!"

A piece of really good printing is a delicate thing to produce.

The printing must be good and the paper must be right for the purpose. When this combination of skill and material has produced a worthy job of printing, doubt as to its reception by the customer is indefensible.

S. D. Warren Company has worked for years to make the service of paper manufacture more useful to the printer and his customer.

The standardization of the various grades of Warren Papers was an inevitable step toward improving the service of paper. The welcome that this standardization of printing surface received from master printers was natural, because Better Paper means Better Printing.

Any large catalog printer to-day will be glad to show you not only specimens of his own work on the Warren Standard Papers, but he will also have books and booklets that we have ourselves prepared, giving detailed suggestions for securing Better Printing by the use of Better Paper.

The Warren Standard Printing Papers are

Warren's Cameo
Dull coated for artistic half-tone printing

Warren's Lustro
The highest refinement of surface in glossy-coated paper

Warren's Cumberland Coated Book
A recognized standard glossy-coated paper

Warren's Library Text
English finish for medium screen half-tones

Warren's Cumberland Super Book
Super-calendered paper of standard, uniform quality

Warren's Artogravure
Developed especially for offset printing

Warren's Silkote
Semi-dull surface noted for practical printing qualities

Warren's Warrentown Coated Book
Glossy surface for fine half-tone process color work

Warren's Cumberland Machine Book
A dependable hand-sorted, machine finish paper

Warren's Olde Style
A watermarked antique finish for type and line illustration

Warren's Printone
Semi-coated. Better than super, cheaper than coated

Warren's India
For thin editions

S. D. WARREN COMPANY, Boston, Mass.

Warren's
STANDARD
Printing Papers

DUNLOP VAC
DUNLOP VAC 31

Quality *is the only consideration in the manufacture of*

DUNLOP VACS

made in Great Britain

Nos. 29 & 31
Price $1.10 each—$13.20 per dozen

On golf courses, from Britain to India and from America to Australia, the "choice of Champions" is THE DUNLOP VAC. The most important single item to the playing of confident golf is the RIGHT Ball. Dunlop Vacs are always the same—good and uniform.

DUNLOP AMERICA, LIMITED
1808 Broadway, New York City

INVESTMENTS AND FINANCE
Continued

as against the previous range of from 75,000 to 100,000 pieces per week.

Members of the Manufacturers' Textile Association, composed of the owners of sixty mills in southern New England, mainly in Massachusetts towns, including cotton- and wool-manufacturers, agreed at a meeting held in Worcester Tuesday evening [May 25] to curtail production in their establishments by confining operations to three or four days a week. Congestion of transportation affecting raw materials and finished production is declared to be the cause of curtailment decided upon by this group of manufacturers.

The silk-mills of southern New England have definitely adopted curtailment plans, and the manufacturers frankly declare that they expect to have a large proportion of machinery idle because of the break in prices, inability to book orders, and conditions which make retrenchment in the cost of production absolutely necessary. The feeling of uncertainty is due mainly to a conviction that the time for readjustment of values is at hand and a falling off in demand at the present level of prices is certain to come, and that very soon. The practical failure of the auction sales of British wool a week ago has significance beyond mere words, at least beyond such statements as manufacturers are willing to make for publication.

THE BANKERS' PLAN TO HALT FOOD SPECULATION

THE New York *Journal of Commerce* hopes the banking community as a whole will stand by the announced decision of several bankers to curtail credits to food speculators and traders. This important business organ is convinced by recent investigations that "the methods employed during the past few months not only as regards banking but also with reference to the handling of current crops and with respect to the transportation of them to market have tended to promote high prices and to exaggerate a bad situation." While the bankers can not alone correct such conditions, they can alleviate them, insists this authority, which continues:

> Cold storage and the development of canning have enabled the carrying of large supplies of food which in former times would have had to be thrown upon the daily market, thereby tending to create periods of artificially low prices. In some ways this was a good development, since it enabled the community to spread its supplies over a larger period in point of time and to equalize demand and supply. There can be no doubt, however, that the new methods of producing, preserving, warehousing, and carrying have been abused, with resulting unfairness in the matter of prices. What the bankers' attitude in the matter ought to be will doubtless occupy a larger position in future financial discussion than at any time heretofore.
>
> In general, the sound and fair financial attitude is that which provides the credit needed for the equalizing of consumption between crop periods, and which, therefore, undertakes to carry the producer for about the average time elapsing between normal production and normal consump-

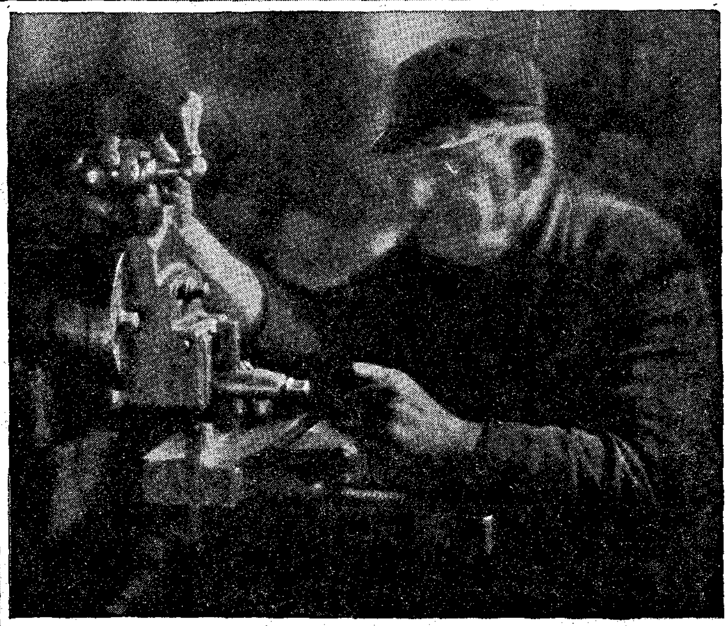
INVESTMENTS AND FINANCE
Continued

tion. Observance of this rule would greatly curtail the length of bank loans on many kinds of products, especially those carried in canned form or in cold storage. Cotton and wheat, too, would be much facilitated in their passage to places of consumption if the banking community could be induced to observe such a rule. The extension of credit for longer periods is uneconomic at any time, but particularly so at a period like the present, when short supplies render speculation easy and profitable.

Cooperation on the part of the banking community in the effort to check exorbitant food prices will help not only the community but the banking situation itself. There are too many "frozen" or "cold-storage" loans on the books of our banks that need to be loosened up and "liquidated."

PROTECTING WAGE-EARNERS FROM STOCK SWINDLERS

SMOOTH-TONGUED stock salesmen whose get-rich-quick schemes have fleeced workers of their wages in order to fill the coffers of Wallingfords and fraudulent speculative companies are faring badly in Holyoke, Mass., where the Chamber of Commerce has been conducting an advertising campaign in the Holyoke press to warn wage-earners against worthless enterprises so attractively baited. There was prepared a series of seven advertisements—copies of which were sent to THE LITERARY DIGEST—which were so worded as to reach that class of people who would easily fall into the swindlers' nets if they were not properly warned. The campaign has had such an effect, we are informed, that, altho three-quarters of a million dollars were invested in Holyoke during the past year in worthless securities, not one dollar was invested during the period of the campaign, and many investors who had not completed payments were moved to make inquiry. In the first advertisement was put this poser: "Can you readily sell your investment or borrow money on it—that is the test?" Another stated, under the caption, "A Tempting Opportunity," that there had never before been such an opportunity to reap a harvest from a gullible public. Nearly every one, particularly the workman, is receiving wages larger than before, and "the unreliable company promptly treats him to a dose of Bolshevism disguised as a sugar-pill." And as to the tremendous dividends to be declared on some shares offered by these honey-tongued gentry, another advertisement exclaims, "Why, man alive, don't you realize that if such profits were possible, the finance stock would be selling at 500 per cent. above par? Don't you know that every capitalist in America would be organizing finance companies to grab the cream of such a business—and profits would tumble?" If you are approached by a sleek stranger who offers a big chance for next to nothing, says another advertise-



The real pride a skilled New England craftsman takes in his work is a vital factor in the tremendous earning power of New England industries

The Preferred Stocks of these industries offer conservative investors an opportunity to share in the substantial earnings of these companies. These issues are strongly safeguarded and yield liberal returns

Ask us to send you our Folder LD-357 describing seven carefully selected New England Preferred Stocks

Hollister, White & Co.
INCORPORATED
50 Congress Street
BOSTON

92 Cedar St., cor. Trinity Pl.
NEW YORK

North American Bldg.
PHILADELPHIA

Providence R. I.
Springfield Mass.
Pittsfield Mass.
Portland Me.

CARTER INX PRODUCTS

ONCE upon a time it was an unpleasant job to use a paste, but Cico has changed all of that. There is no water well to bother with. The paste comes from the jar ready-mixed, ready for instant use and stays ready. The adjustable brush guard makes soiling of the hands and fingers an impossibility. Clean, convenient and economical.

THE CARTER'S INK COMPANY
Manufacturing Chemists
New York Boston Chicago Montreal

THE NEW LIQUID
CICO
STICKS BEST WHEN SP
THE CARTER'S INK CO

INVESTMENTS AND FINANCE
Continued

ment, "remember the story of the cat and the rat farm." "The stock salesman who can earn a thousand dollars a week in commission is a trained psychologist. He begins by hypnotizing his victim into believing glittering generalities will fit his specific case. Eight-tenths of what he tells you is true. You know it is true." But beware of that other tenth. But the most important tenth is left unsaid. That, by adroit means, is left to inference. The salesman may compare his institution with a Federal Reserve Bank, implying that the company he represents has equal opportunity to make fabulous profits. Of course, the Federal Reserve banks have earned tremendous profits; but the intended victim is reminded that "no other agency can compete with a Federal Reserve Bank in earning capacity, for the reason the Federal law enables the Federal Reserve Bank to force its bank members to loan to it without interest enormous deposits." So it is with most other long stories told by oily salesmen. The inexperienced man with money to invest should be continually alert; the advertisements urge him to seek advice from responsible people—his employer or a bank. Memory is carried back to the days of other wildcat schemes by which people were separated from their hard-earned savings—to the days of the Palmer Mountain Stock, the Gilbert Transportation, and the Ryan Racing Stables schemes and to the plan of "Four Hundred Per Cent." Miller, put forward under glowing colors as easy and ready means to wealth. And what shoals and dangers are now ahead of the man who would sail to fortune on the wind of a salesman's talk are thus exposed in one advertisement:

> The salesman who peddles finance stock of doubtful value encourages his intended victim to buy more than he can afford to pay for in one transaction. Usually, payments extend over a period of a year or more. The victim does not get possession of his stock certificates until he has paid up in full. If, by reason of sickness or enforced idleness or financial depression or any other tough run of luck, he can't meet his obligations, *he forfeits some or all of his back payments.* His temporary receipt says the finance company is not responsible for statements made by the stock salesman, but only by statements made in a verbose contract which is so involved and equivocal in phraseology that the victim can not possibly understand what it means. The salesman explains to him what he says it means, but the company is not bound by what the salesman says. *So there you are.*
>
> What is the actual test of the value of any legitimate bond or stock certificate? A temporary dividend payment does not necessarily determine intrinsic value. THE TEST IS WHAT IT WILL BRING IN THE OPEN MARKET or how much money you can borrow on it, in case an emergency arises. CAN YOU BORROW MONEY ON YOUR STOCK

As A Falling Leaf—

There are various symbols of quiet:—the age-old Sphinx, the soft winter snow, a falling leaf:

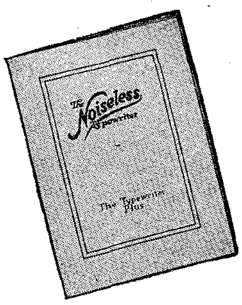
Add now another—The Noiseless Typewriter.

Here are all the typewriter speed and efficiency to which you have been accustomed—*and MORE!*

For the Noiseless brings you—*Quiet.*

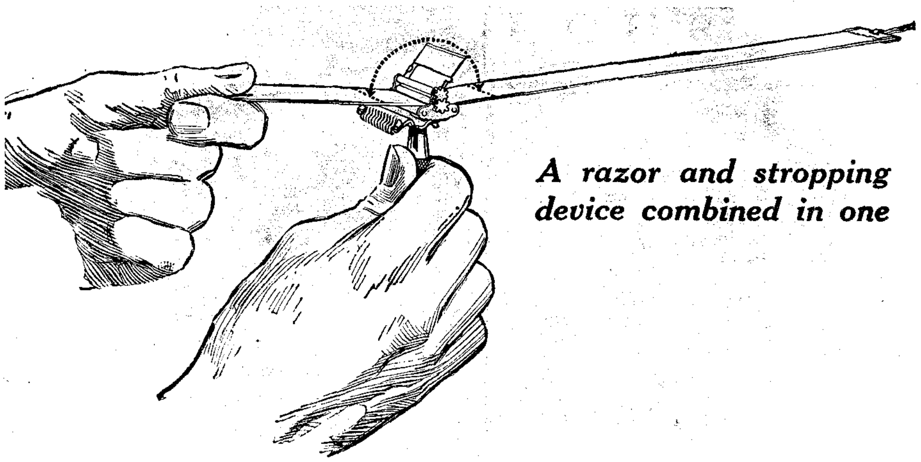
The NOISELESS
TYPEWRITER

THE NOISELESS TYPEWRITER CO.—253 BROADWAY, NEW YORK
Offices in leading cities of the United States and Canada



Write for this Booklet

Every one interested in the progress of science, particularly as it applies to improved business methods, should read this good booklet. Write for *"The Typewriter Plus"*



A razor and stropping device combined in one

A "new" sharp edge every day

No pull, no scrape with this unique razor

DOES your safety razor blade grow duller and duller with each shave until you cannot stand it any longer? Do you have endless bother and expense with new blades? If so, you are paying the penalty of shaving with an *unstropped* edge.

Look at an *unstropped* razor blade under a microscope and you will see small "saw-teeth," *bent out of alignment*. These *irregular* teeth catch in the beard, scrape the skin and pull the tiny hair follicles.

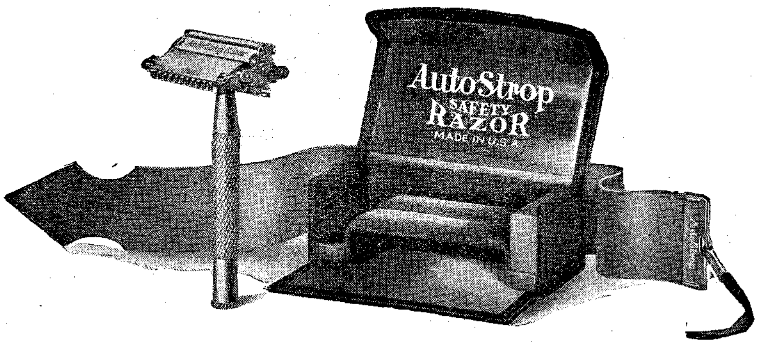
You don't need to put up with this discomfort—nor with the bother and expense of using a new blade every so often. You can avoid all the drawbacks of the ordinary safety razor if you use the AutoStrop Razor.

Because of its unique, patented design, the AutoStrop Razor can be stropped *without even removing the blade*. Just slip the strop through the razor head. Give the razor a dozen quick passes over the strop. In ten seconds you have a "new" sharp shaving edge! 500 smooth cool shaves are *guaranteed* from each dozen blades.

Get an AutoStrop Razor today and know the joy of a "new" sharp edge *every* morning! Ask your dealer about the free trial.

AutoStrop Razor

—sharpens itself



INVESTMENTS AND FINANCE
Continued

CERTIFICATE or your equity in it? CAN YOU STILL SELL IT? If you can, it is worth that much and no more.

An investment is worth as much as your broker will pay for it, or your banker will loan it, or the credit your tradesman will extend on it. If these tests prove too rigid, ask the company from whom you bought your stock how much they will repay you for it, or for the amount you have paid on it, if it is not paid up.

The test of value is not the glimmering, promissory statement of a stock salesman (repudiated on the very face of your contract), but its actual selling or borrowing power in the open market.

RAILROAD OWNERS' ELATION OVER THE PRELIMINARY VALUATION REPORT

THERE has been so much talk, particularly in radical circles, about watered stock and "inflated" railway values that a conservative organ of finance like *The Wall Street Journal* can not conceal its elation over the preliminary report of the Interstate Commerce Commission's Division of Valuation, which shows actual railroad values to be equal to or greater than the book values. The official valuation results presented at the present rate hearing are only preliminary and apply to only fifty railroads. But, declares *The Wall Street Journal*, they are a "blessing to harassed railroad investors," and "have disposed for good and all of the mischief-breeding fallacy that the great interstate carriers were not worth the aggregate par amount of their stocks and bonds." Of course these figures are preliminary and are subject to deduction for depreciation and to modification as a result of some of the railroad cases now before the courts. But far weightier than all the other considerations involved, we are told, is "the fact that these fifty roads include less than half a dozen of the really strong roads of the country." And *The Wall Street Journal* continues:

> In the aggregate these fifty show a cost of reproduction and of land values of $3,203,782,543, whereas the properties are carried on the books of the owning companies at $3,158,275,156. Of important carriers in the thickly settled and highly developed States east of the Mississippi and north of the Ohio and Potomac rivers only the New Haven, the Boston & Maine, and the Big Four appear.
>
> Of the great granger systems of the West only the Rock Island, the Great Northern, and parts of the Union Pacific are taken in. And the widest variations between the engineering appraisal and the book value, all in favor of the carriers, are found in the old Eastern roads such as New Haven and Boston & Maine. What does this promise for the result of applying the test of valuation, such as it is, to the Pennsylvania and the New York Central? If the Rock Island forces the Government's valuation experts to admit the conservatism of its property account, what will the Atchison and the Southern Pacific do?

INVESTMENTS AND FINANCE
Continued

Years ago this newspaper asserted that if the valuation process should do no more than lay the ghost of watered railroad capital in the public mind it would still be worth its cost, which will run close to $100,000,000 for carriers and Government by the time it is finished. That much usefulness is already assured. The nature of the revenue sections of the new transportation act, moreover, has made some sort of public appraisal of the railroad investment a necessity.

EUROPE USING MORE OF OUR CHEWING-GUM

BEFORE the war there was almost no demand in Europe for American chewing-gum, but the American soldier seems to have planted the chewing habit firmly over there, as indicated by statistics issued by the Department of Commerce. Export figures show large increases in shipments to Europe in 1919 and the early months of 1920. As the New York *Times* summarizes the Department's bulletin on this subject:

> Chewing-gum to the value of $2,164,290 was exported from the United States during the year of 1919, which is an increase of $468,387, or 27 per cent., as compared with 1918. That this growth is extending into 1920 is shown by January returns of $330,536, representing a gain of $59,672, or 22 per cent., over figures for the corresponding month last year.
>
> During the last year of the war England was the heaviest purchaser of chewing-gum exported from this country, taking $1,119,898 of the total exports of $1,695,903; but sales of $828,494 to the United Kingdom in 1919 declined $291,404 from that figure. In contrast, purchases by France, valued at $395,299 during the last year, show an increase of $300,868 over the preceding year, when the amount was $94,431.
>
> Restriction on the manufacture and sale of confectionery during the war in order to conserve sugar did not apply to chewing-gum, as the sugar content of the latter is small. This was one of the factors, the bulletin says, leading to increased European sales, as the sweetness and flavor of the gum partly satisfied the craving for sugar. Gum-chewing became very popular during the war in munition-factories of the United Kingdom and in certain front-line trenches of France, where smoking by the soldiers was forbidden.
>
> With the exceptions of purchases by England, France, and Italy, largely for the Allied armies, the only exports in 1918 to Europe consisted of $78 to Iceland and $485 to Spain. In 1918 exports in amounts varying from one dollar to Germany to $109,642 to Belgium went to ten other European nations, while the total exports for the first peace year were distributed among seventy-two countries.

An Ounce of Prevention.—NEWLY ARRIVED ACTOR—"My good lady! at the last house I stayed in the landlady wept when I left."

BOARDING-HOUSE KEEPER—"Oh, indeed! Well, I don't intend to, so I want my money in advance."—*London Mail.*

How well it pays

To beautify the teeth

All statements approved by high dental authorities

Millions of people are cleaning teeth in a new way. They are getting new results—results you envy, maybe. In every circle nowadays you see pearly teeth.

Find out how folks get them. Try this method for ten days and see what your own teeth show.

They combat film

Dental science has found a way to combat film on teeth. And film causes most tooth troubles.

Film is that viscous coat—you feel it with your tongue. It clings to teeth, enters crevices and stays.

It is this film-coat that discolors, not the teeth. Film is the basis of tartar. It holds food substance which ferments and forms acid. It holds the acid in contact with the teeth to cause decay.

Millions of germs breed in it. They, with tartar, are the chief cause of pyorrhea.

Why old ways fail

The ordinary dentifrice cannot dissolve film, so brushing has left much of it intact. Thus millions of people have found that brushed teeth discolor and decay.

Now, after years of searching, science has found a way to combat film. Able authorities have amply proved its efficiency. Today leading dentists all over America are urging its daily use.

The method is embodied in a dentifrice called Pepsodent—a tooth paste made to meet every modern requirement. It has brought to millions a new era in teeth cleaning.

A ten-day test will show

Pepsodent proves itself. The results are clear and quick. So the policy is to send a 10-Day Tube to everyone who asks, and a book explaining all its unique effects.

Pepsodent is based on pepsin, the digestant of albumin. The film is albuminous matter. The object of Pepsodent is to dissolve it, then to day by day combat it.

Pepsin must be activated, and the usual agent is an acid harmful to the teeth. So pepsin long seemed barred. But science has discovered a harmless activating method, so active pepsin can be every day applied.

Compare the results with old methods and let your teeth decide.

Send the coupon for a 10-Day Tube. Note how clean the teeth feel after using. Mark the absence of the viscous film. See how teeth whiten as the film-coat disappears.

You will be amazed. In ten days you will know the way to whiter, safer teeth. Cut out the coupon, else you may forget.

Pepsodent REG. U. S. PAT. OFF.

The New-Day Dentifrice

A scientific film combatant combined with two other modern requisites. Now advised by leading dentists everywhere and supplied by all druggists in large tubes.

10-Day Tube Free
394

THE PEPSODENT COMPANY,
Dept. 551, 1104 S. Wabash Ave.,
Chicago, Ill.

Mail 10-Day Tube of Pepsodent to

....

....

Only one tube to a family

THE FLORSHEIM SHOE

FOR THE MAN WHO CARES

The Florsheim SHOE

WHEREVER you go The Florsheim Shoe is known as a good shoe. Years of dependable service have steadily spread Florsheim reputation and popularity—the name and the shoe have earned the confidence of all men who look for quality for what they pay.

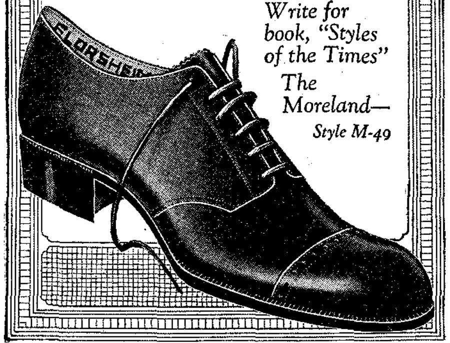
Consider the wear, not the price per pair

Look for the quality mark, "Florsheim."

The Florsheim Shoe Co.
CHICAGO, U. S. A.

Write for book, "Styles of the Times"

The Moreland—
Style M-49



Reducing Living Costs

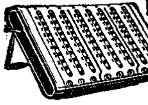
Cut meat and fuel bills 50%. Cheaper meats made tender and juicy in 40 minutes, with National Pressure Cookers. Any steak made delicious in 15 minutes.

Hot Weather Worries Over

Save hours of kitchen drudgery. Start Sunday dinner at 12:20—it's ready at 1:00. Get a whole meal over a single burner in a National Pressure Cooker. Send for interesting booklet.

NORTHWESTERN STEEL & IRON WORKS
847 Spring Street
Eau Claire Wisconsin

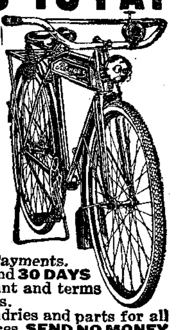
National
STEAM PRESSURE CANNERS AND COOKERS



NEW AUTOMATIC ADDER, $3.50

Makes adding easy. It's accurate, quick, durable and easily operated. Capacity 8 columns. Saves time, brain work and errors. 65,000 pleased owners. Guaranteed 6 mo. Price $3.50 Delivered. WITH METAL BANDS $5 Delivered. Agents wanted.

J. H. BASSETT & CO., Dept. 139, 1458 Hollywood Ave., Chicago, Ill.



NINE MONTHS TO PAY

Immediate possession on our liberal **Easy Monthly Payment** plan—the most liberal terms ever offered *on a high grade bicycle.*

FACTORY TO RIDER prices save you money. We make our bicycles in our own **new model factory** and sell direct to you. We put real quality in them and our bicycles **must** satisfy you.

44 STYLES, *colors, and sizes to* choose from in our famous **RANGER** line. Send for big beautiful catalog.

Many parents advance the first payment and energetic boys by odd jobs—paper routes, delivery for stores, etc., **make the bicycle earn money** to meet the small monthly Payments.

DELIVERED FREE on Approval and **30 DAYS TRIAL.** Select the bicycle you want and terms that suit you—cash or easy payments.

TIRES lamps, horns, wheels, sundries and parts for all bicycles—at half usual prices. **SEND NO MONEY** but write today for the big new catalog, prices and terms.

MEAD CYCLE COMPANY
Dept. W-172 Chicago

CURRENT ◆ EVENTS

AFFAIRS IN MEXICO

May 26.—General Herrera, who is said to have led the attack in which Carranza lost his life, surrenders and is taken to Mexico City to tell what he knows about the death of the former President.

May 27.—General Obregon asks the Mexican Senate to appoint a commission to investigate the death of President Carranza.

An *ad-interim* cabinet is being formed in Mexico, which will be headed by Iglesias Calderon as Minister of Foreign Affairs, a conservative prominent during the administrations of Diaz and Madero, according to advices reaching Washington from Mexico City.

May 28.—General Pablo Gonzales confirms reports that he will retire to private life at Monterey.

Mexican *de-facto* troops clash with a rear-guard of General Villa in Chihuahua. The bandit leader escapes into the hills.

May 31.—Armed intervention in Mexico is recommended in the United States Senate by the Foreign Relations Sub-Committee which has been investigating Mexican affairs, in the event that the new forces in control in Mexico show an inability or unwillingness to set up a stable government more friendly toward Americans. Should a stable government be established, the Committee recommends that full recognition be accorded it and financial assistance offered by the United States.

Guaranties to all political candidates, efforts to improve the condition of the workers and to aid capitalists in developing the national resources, and an intention to strengthen Mexico's relations with other nations, are pledged by Provisional President de la Huerta, in a statement given to the Associated Press.

AFFAIRS IN RUSSIA AND POLAND

May 26.—Bolsheviki forces continue to pour into Persia and have occupied Resht, from which British troops have retired toward Teheran, says a London report.

The recent reverses suffered by the Poles are viewed seriously by the German newspapers, which assert that Europe's future is once more in the balance and that the danger to the eastern and southeastern regions is extreme.

Lettish and Bolshevik peace delegates, in conference at Moscow, reach an agreement by which Russia recognizes the complete independence of Letvia, according to official information received in London.

Russian trade delegates arrive in London, where they hope to conclude an agreement under which Great Britain will reopen trade relations with Russia.

May 27.—The Armenians accept an invitation from the Russian Bolsheviki to send delegates to Moscow for a conference, probably having in view an arrangement assuring Armenia peace on its northern boundary, now menaced by the Bolsheviki.

All of northern Karelia (northwest Russia) has been conquered by the Bolsheviki, says a Helsingfors dispatch. The Karelian Government decides to mobilize all men between nineteen and fifty to resist the Bolsheviki.

Civil war is said to have broken out in Silesia, where Poles and Czechs clashed recently. Artillery was used in battles near Karwin, according to London advices.

May 28.—The Bolsheviki advance in the Kief region and engage in fighting on the second fortified line of the Poles northwest of that city, says a Bolshevik wireless message from Moscow.

Hostilities between the Russians and the Japanese in Siberia ceased on May 25, says a dispatch from Vladivostok.

Negotiations are proceeding between the Lithuanians and the Russian Soviet Government, says a disptach from Berlin, whereby Lithuania would attack Vilna and Grodno, thus launching an attack against the Polish Army from the rear, while the Russian Soviet forces make a drive on Dvinsk.

May 29.—Serious riots are reported from upper Silesia near the Polish border, resulting from anti-Polish demonstrations.

May 31.—Gregory Krassin, Russian Soviet Minister of Trade and Commerce, confers in London with Premier Lloyd George. It is believed the Premier made no promises to the Russians, but simply obtained a first-hand account of the situation in that country, with a view to the possible reopening of trade relations between Russia and western Europe.

June 1.—The British Government agrees to permit the Bolshevik envoy to open a central trading office in London, where he can meet British business men.

FOREIGN

May 26.—The British are sending more troops into Ireland. Old soldiers replace younger men not so well disciplined, and the plans for restoring order call for the posting of well-disciplined companies all over the island.

The Council of Ministers in conference at Rome decides to enter into relations immediately with Jugo-Slavia, according to advices from that city.

In clashes between royal guards and students, marking the close of a celebration of the fifth anniversary of Italy's entry into the war, six persons are killed and thirty wounded in Rome. The trouble began at a meeting where Socialists tried to break up a loyal demonstration by students.

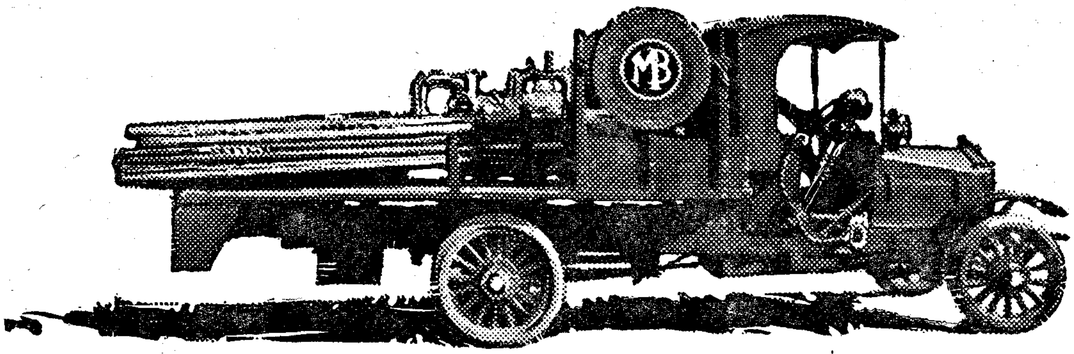
May 28.—War breaks out in the Adriatic region between the Italians under d'Annunzio and the Serbs.

Moslem leaders in Adrianople, European Turkey, send their families to Constantinople in anticipation of fighting when the Greeks attempt to occupy Thrace.

Armenians have crusht the Bolsheviki uprising against their government in Erivan and a loyal Armenian army is now in control of Alexandropol, according to Constantinople advices.

Thr French Chamber of Deputies by a vote of 535 to 68 express their confidence in the Government and their approval of Premier Millerand's interpretation of France's foreign policy, particularly with reference to the demand that the terms of the Versailles Treaty be carried out in full, and that there be no compromise on the question of a fixt sum of the indemnity to be paid by Germany.

The French Government issues a request to all the Mayors and Prefects throughout France calling on them to cooper-



48 of the First Fifty

Pierce-Arrow trucks are still running after 8 years. Even if their service were now ended, each would have cost less than $600 a year depreciation. It will pay to buy durability. Time is the biggest expense item in truck operation. Durability means operating a long time and all the time—minimum time lost on the road or in the shop.

No. 29 is owned by the Merkel Brothers Company of Cincinnati. For eight years it hauled heavy plumbing supplies from freight stations to warehouse and delivered goods throughout the city. On this short haul work with heavy loads, it has covered less than 50,000 miles and is good for many more years.

Recently it was converted into a tractor to haul a trailer doubling its capacity. It hauls its double load as unfailingly as it carried its original 5-ton.

Pierce Arrow

Delivers more work in a given time.

Loses less time on the job and off the job.

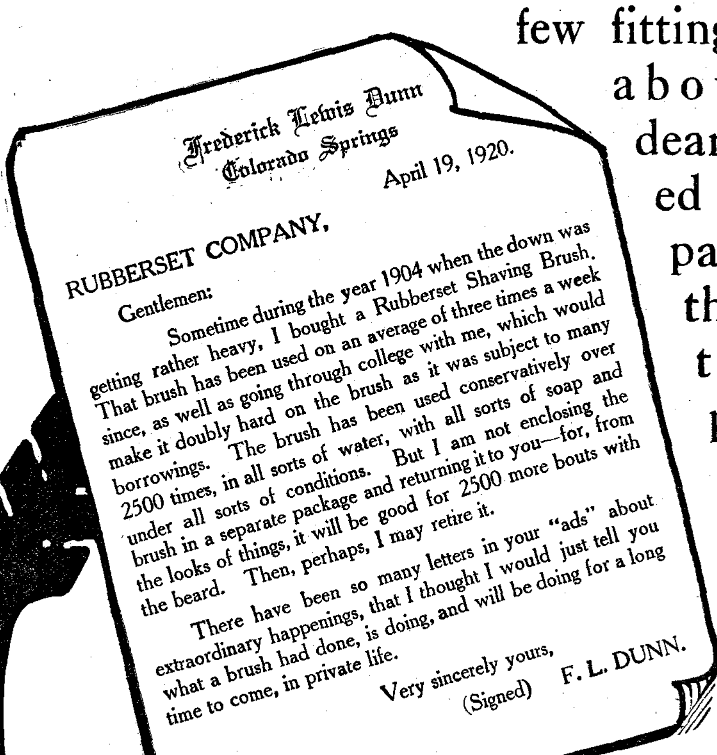
Costs less to operate and less to maintain.

Lasts longer, depreciates less and commands a higher resale price at all times.

THE PIERCE-ARROW MOTOR CAR COMPANY, BUFFALO, N. Y.

please omit flowers!

This is a partial biography—not an obituary. However, if Mr. Dunn has the right dope, a few fitting words about the dear departed (accompanied by the customary photograph) may be in order *sometime in 1936!*



Frederick Lewis Dunn
Colorado Springs

April 19, 1920.

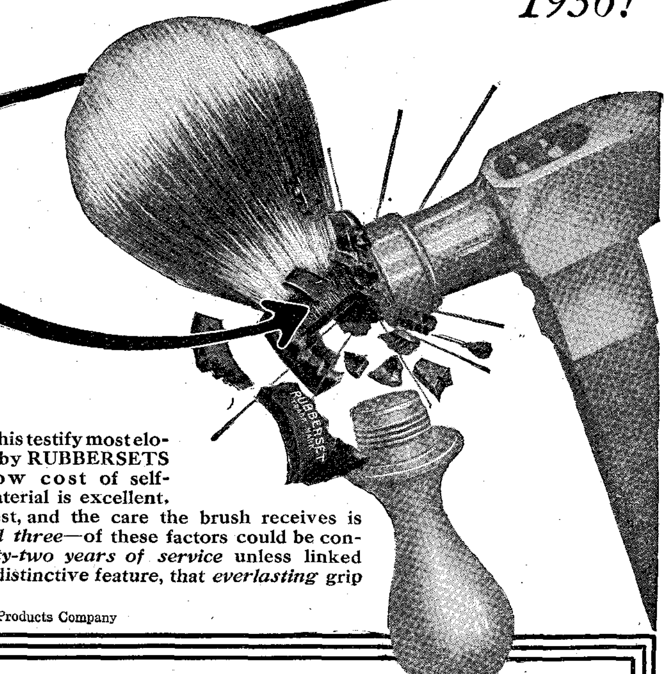
RUBBERSET COMPANY,

Gentlemen:

Sometime during the year 1904 when the down was getting rather heavy, I bought a Rubberset Shaving Brush. That brush has been used on an average of three times a week since, as well as going through college with me, which would make it doubly hard on the brush as it was subject to many borrowings. The brush has been used conservatively over 2500 times, in all sorts of water, with all sorts of soap and under all sorts of conditions. But I am not enclosing the brush in a separate package and returning it to you—for, from the looks of things, it will be good for 2500 more bouts with the beard. Then, perhaps, I may retire it.

There have been so many letters in your "ads" about extraordinary happenings, that I thought I would just tell you what a brush had done, is doing, and will be doing for a long time to come, in private life.

Very sincerely yours,
(Signed) F. L. DUNN.



This is Number 18 of a series of advertisements NOT WRITTEN BY OUR AD MAN

(NOTE)—Records such as this testify most eloquently to the part played by RUBBERSETS in perpetuating the low cost of self-shaving. Naturally, the material is excellent, the workmanship of the best, and the care the brush receives is good, but not one—*nor all three*—of these factors could be conducive to *a possible thirty-two years of service* unless linked inseparably with that most distinctive feature, that *everlasting* grip of hard vulcanized rubber!

Copyright 1919 by Rubber & Celluloid Products Company

RUBBERSET
TRADE MARK
LATHER HAIR TOOTH BRUSHES PAINT VARNISH STUCCO
every bristle gripped EVERLASTINGLY in hard rubber!

CURRENT EVENTS
Continued

ate in every way in paying tribute to America's dead on Memorial day.

May 29.—Captain d'Annunzio seizes Durazzo, the principal seaport of Albania, and sets up an administration in the town, says a Paris report.

May 30.—America's war dead in Europe are eulogized and their graves in all parts of France are decorated. American flags floated over the resting-places of more than seventy thousand soldiers.

A Presidential crisis is said to face France, which is expected to develop at an early date, owing to the physical disability of President Deschanel, who is said to be suffering from an acute anemic condition of the brain.

Greek troops begin the occupation of Turkish Thrace, the first train-load arriving opposite Adrianople.

May 31.—Pope Benedict addresses to the entire world an episcopal letter on Christian reconciliation and peace, asking that the ill feelings engendered by the war be forgotten and that a mutual understanding be established.

June 1.—In the interest of peace and harmony, the Pope issues an encyclical, granting Catholic sovereigns permission to visit the King of Italy. The document is considered one of the most important that has appeared since the fall of the temporal power.

Czecho-Slovakia asks the League of Nations that a commission be sent to the plebiscite area in Poland to make an independent inquiry regarding the recently reported disturbances there.

ELECTION PRELIMINARIES

May 26.—Twenty-one of the twenty-three Texas delegates to the Chicago convention are instructed for Senator Johnson, following the primaries held on May 25 in that State.

May 28.—President Wilson in a letter to Senator Glass, of Virginia, declares in favor of the plank adopted by the Virginia Democrats in State convention advocating prompt ratification of the Treaty without reservations which would impair its essential integrity, indicating that he would like to see the Virginia plank made the model for the national platform at San Francisco.

PROCEEDINGS IN CONGRESS

May 26.—Democratic opposition develops to President Wilson's request to Congress for authority to accept a mandate over Armenia, even Senator Hitchcock, of Nebraska, Administration leader in the Treaty fight, among others, saying he did not expect to support the President's request.

May 27.—The Senate Foreign Relations Committee by a vote of 11 to 4 adopt a resolution refusing the request of President Wilson that he be authorized to accept for the United States a mandate over Armenia.

President Wilson vetoes the Knox Peace resolution recently passed by Congress. The President in his veto message declared that if peace were established through the resolution the purpose for which the United States entered the war would not be attained.

The Army Reorganization Bill comes out of conference shorn of Senate proposals for Federalization of the National Guard, for a voluntary universal training system, and for automatic revival of the war-time selective service act on

Spend 10% of your U. S. appropriation in Canada

1,195,266,519 dollars

What is that worth in Yen, Milreis or Pesetas?

Figure it out—QUICK!

NEARLY a billion and a quarter dollars represents the trade exchange last year between the U.S.A. and Canada.

Importers and exporters on both sides of the line took no trouble to figure out foreign money—good dollars and cents were the basis of trade between the two countries.

There was no expense of hiring interpreters—for a common language was spoken. There was no need to travel thousands of miles to do business, for the two countries are joined together in one continent.

From New York it is only a night's ride to Toronto, and the same to Montreal. From Chicago it is 28 hours to Montreal, and the same to Winnipeg.

The two countries speak the same language; observe the same customs and social habits; have similar standards of living; use the same commodities.

A country that buys two million dollars worth of U. S. A. goods per day should receive the earnest consideration of United States advertisers.

And the best way to reach this great market, actual and potential, is to advertise in

THE DAILY NEWSPAPERS OF CANADA

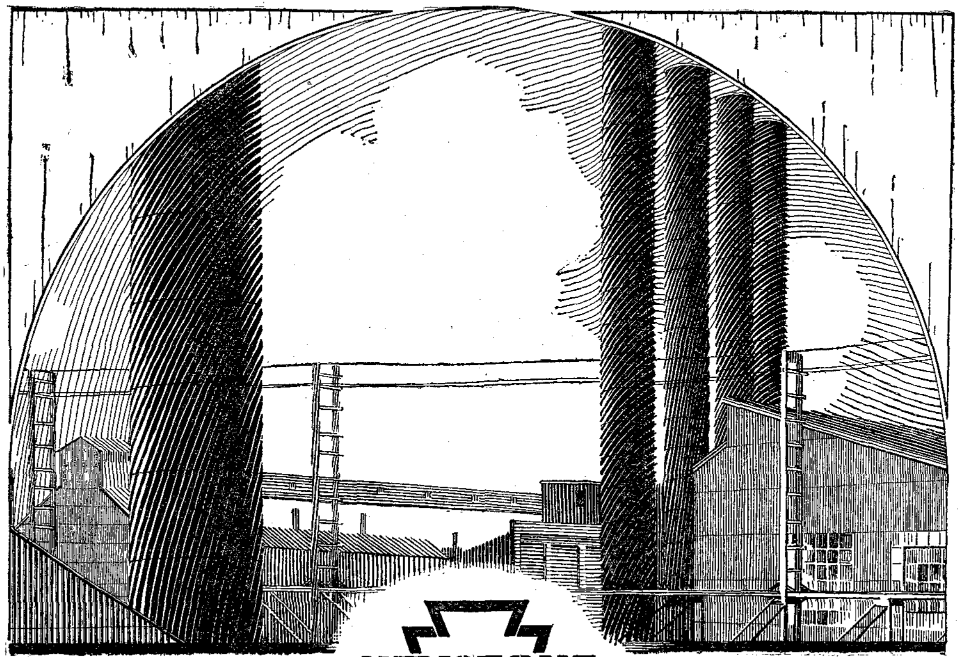
THE NEWSPAPERS listed below represent the cream of Canadian Dailies. They are the accepted medium of advertising. They go into almost every home. They are read by all who read. They cover Canada from coast to coast.

EACH, in its field, is the leader of Canadian thought and effort. These newspapers provide U. S. manufacturers with the means of putting their goods before people who are doing more business, saving more money, buying and selling more goods PER CAPITA than any other nation in the world.

Write direct to the following Newspapers, or ask your Advertising Agency for data concerning them:

Place	*Population*	*Paper*
Halifax, N. S.	53,000	HERALD & MAIL CHRONICLE & ECHO
St. John, N. B.	55,000	STANDARD TELEGRAPH & TIMES
Montreal, P. Q.	800,000	GAZETTE STAR LA PATRIE
Quebec, P. Q.	100,000	TELEGRAPH CHRONICLE
Ottawa, Ont.	121,675	CITIZEN JOURNAL DAILIES
London, Ont.	60,000	ADVERTISER FREE PRESS
Toronto, Ont.	525,000	WORLD (D. & S.) STAR
Winnipeg, Man.	225,000	FREE PRESS TELEGRAM TRIBUNE
Regina, Sask.	26,105	LEADER
Saskatoon, Sask.	21,054	PHOENIX STAR
Calgary, Alta.	56,302	ALBERTAN
Edmonton, Alta.	53,794	BULLETIN JOURNAL
Vancouver, B. C.	120,000	SUN WORLD
Victoria, B. C.	45,000	COLONIST TIMES

Prepared by SMITH, DENNE & MOORE, Limited, Advertising Agency, Toronto and Montreal



KEYSTONE COPPER STEEL

EXPERIENCE has led many great industrial plants and railroads of the country to demand KEYSTONE Copper Steel for stacks, roofing and construction, because of its *superior rust-resisting* properties.

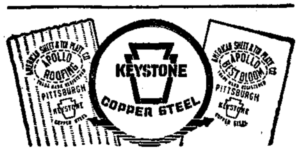
It has been found by actual experience that this material gives *substantial protection* against the action of smoke and acid fumes, along with extremes of temperature and the corrosive influences of the weather. KEYSTONE Copper Steel pays for itself time and again through the years it is in service, by saving costly replacements and in the preservation of valuable property. It furnishes conclusive proof that high grade steel when properly alloyed with copper does *resist rust* to a remarkable degree—and further, it assures the user long and satisfactory service under all conditions.

Every sheet of *genuine* Copper Steel is identified by the KEYSTONE trade mark. Look for it. We will gladly send booklet upon request.

KEYSTONE
Rust-Resisting COPPER STEEL

Apollo
GALVANIZED SHEETS
Recognized as the standard of quality since 1884. APOLLO-KEYSTONE Galvanized Sheets are unequaled for Culverts, Flumes, Tanks, Roofing, Siding, Spouting, Cornices and all forms of exposed sheet metal work. Write today for our Apollo booklet.

ROOFING TIN
Carefully manufactured in every detail—grades up to 40 pounds coating.



Black
SHEET PRODUCTS
Stove and Range Sheets, Special Sheets for Stamping, Automobile Sheets, Deep Drawing Sheets, Electrical Sheets, Corrugated Sheets, Show Card Stock, Japanning and Enameling Stock, Barrel and Keg Stock, Ceiling Sheets, etc., etc.

Manufactured by AMERICAN SHEET AND TIN PLATE COMPANY, *Pittsburgh, Pa.*

CURRENT EVENTS
Continued

declaration of a war-emergency. As agreed on, the bill provides for a peace-time regular army of 297,000 officers and men; for continuation of the National Guard substantially on the present basis; and for the organization of an enlisted reserve corps liable for fifteen days of training duty a year.

An agreement is reached by Senate and House conferees under which next year's naval budget is fixt at about $436,000,000.

The House passes a bill authorizing the Treasury to make final settlement in tax matters under which back taxes estimated at $1,000,000,000 will be paid to the Government.

May 28.—The Senate Interstate Commerce Committee reports favorably the Poindexter Bill to prevent railroad strikes The measure is amended so as to make it a felony for two or more persons to conspire together to bring about a strike that would tie up interstate commerce.

The House Foreign Affairs Committee reports a resolution "viewing with concern" conditions in Ireland and expressing the sympathy of Congress for the aspirations of the Irish people for independence.

By a vote of 6 to 3 the Senate Agricultural Committee orders a favorable report on the McNary Bill, providing for an export embargo on sugar.

The House fails to pass the Knox Peace Resolution over the President's veto, the vote being 219 to 152, lacking twenty-nine votes of the necessary two-thirds to override the veto.

May 29.—The Soldier Relief Bill is passed by the House by 289 to 92. It provides five ways in which war-veterans may receive their bonus. Men who choose cash would be entitled to a dollar a day for every day in service if they did not go overseas, and $1.25 if they did. The maximum for men who did not go across would be $500 and for those who did $625.

The Senate by a vote of 65 to 3 passes the House Bill to grant pensions of from $12 to $30 a month to Spanish-War veterans incapacitated from causes other than those incident to active service.

May 31.—A joint Congressional Commission in a report to Congress recommends increased salaries for postal employees amounting approximately to $33,000,000 for the first year, effective July 1. Increases ranging from $150 annually for postal clerks and letter-carriers to $400 for supervisory officers were recommended.

June 1.—The House adopts a resolution to adjoiurn on June 5.

After cutting $24,000,000 from appropriations in the Senate Bill, House and Senate conferees agree on the annual Army Appropriation Bill. As agreed upon the bill carries $394,929,000.

The Senate by a vote of 62 to 12 opposes the Armenian mandate and by a vote of 52 to 23 adopts the Foreign Relations Committee's resolution refusing the consent of Congress for President Wilson to accept the mandate.

DOMESTIC

May 26.—An indictment charging profiteering under the Lever Act in the sale of woolen goods is returned against the American Woolen Company of Massachusetts and New York. The indict-

CURRENT EVENTS
Continued

ment was found almost concurrently with the filing of an opinion by the United States Circuit Court of Appeals affirming the constitutionality of the Lever Act.

The grain control exercised by the United States Grain Corporation will terminate June 1, according to an announcement made by Julius H. Barnes, United States Wheat Director. Government control over cereals, which has been exercised for three years, is thus relinquished and restored to private control.

May 27.—Three thousand longshoremen at Philadelphia strike for increased pay.

May 28.—Troops are sent to Bristol, Rhode Island, after a riot in that city caused by the striking employees of the National India Rubber Company. The Governor issues a proclamation declaring the town in a state of insurrection.

May 29.—President Wilson nominates Mrs. Annette Abbott Adams, now United States Attorney for the northern district of California, as First Assistant Attorney-General of the United States.

Strong pressure has been brought to bear upon President Wilson by Democratic leaders to obtain the release of Eugene V. Debs, Socialist nominee for the Presidency, from Atlanta Penitentiary, where Debs is serving a ten years' sentence for violation of the Espionage Act.

Secretary of War Baker announces the formation of a War Memorials Council, which will be the advisory commission in all matters pertaining to caring for the dead in France, the beautification of cemeteries, and marking of graves.

May 30.—The American Labor party of New York State closes its first convention at Schenectady with the nomination of Rose Schneiderman as candidate for the United States Senate.

May 31.—The United States is at this time a creditor nation to the extent of $12,000,000,000, whereas before the war we were in debt to the world between $4,000,000,000 and $5,000,000,000, according to information secured by the Republican National Committee's Advisory Committee on policies and platform.

June 1.—The Supreme Court of the United States shatters one "wet" hope when it holds in a unanimous opinion on an Ohio case that ratification of an amendment to the Federal Constitution by a State legislature is final and can not be overthrown by a referendum.

In a 7 to 2 decision the Supreme Court of the United States declares unconstitutional the provisions of the War Revenue Act requiring the President and all Federal judges to pay an income tax on their salaries.

Anthracite miners and operators formally accept President Wilson's offer for the appointment of a commission to decide their wage controversy.

The Supreme Court of the United States declares constitutional a series of State constitutional amendments and statutes in North Dakota to carry into effect an industrial program in that State and to permit State bond issues to finance the enterprises.

Decisions of the Supreme Court of North Dakota, holding corporations chartered within the State but located elsewhere to be subject to a State tax upon the value of their capital stock, are upheld by the Supreme Court of the United States.

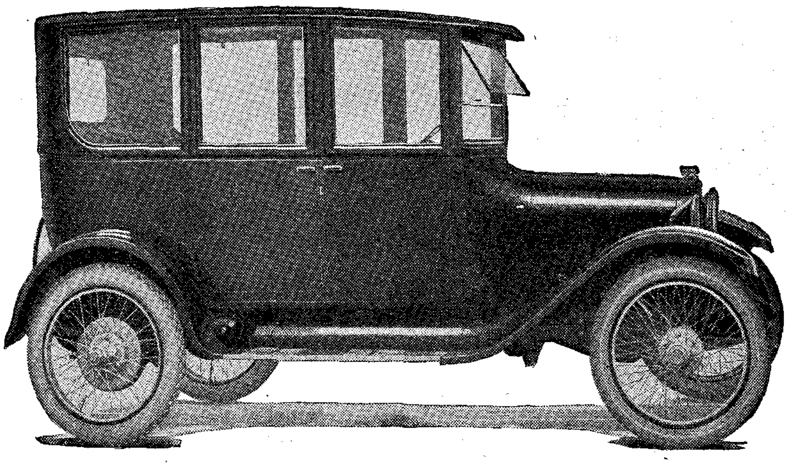
DODGE BROTHERS
4 DOOR SEDAN

It is a pleasant sight to see in almost every city or town, the hosts of mothers, with their children, enjoying the Sedan

It holds the family group together—in itself no small service to the nation

The gasoline consumption is unusually low
The tire mileage is unusually high

DODGE BROTHERS, DETROIT



It Will Pay You

The name is easy to remember

CAT'S PAW
CUSHION
RUBBER HEELS

To insist that your repair man put Cat's Paw Rubber Heels on your shoes.

There are no holes to track mud or dirt.

They will protect your polished floors from heel marks.

And they'll give you perfect safety for every step you take, because

The Foster Friction Plug —prevents slipping

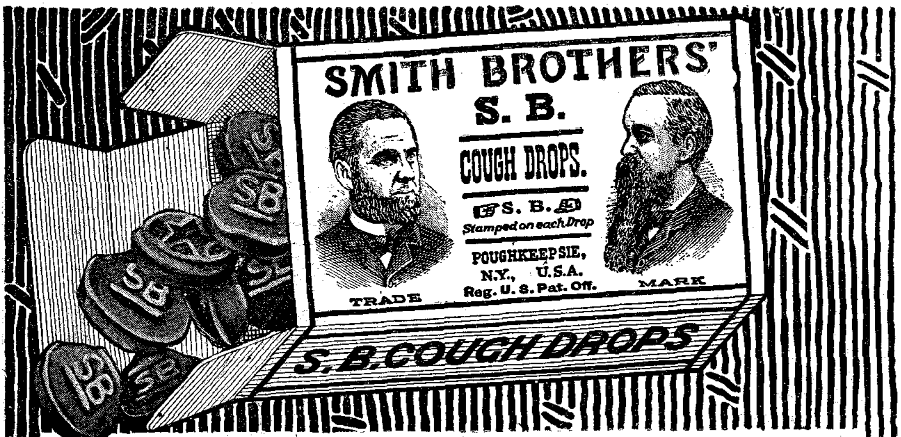
FOSTER PATENT
NON SLIP
CAT'S PAW
CUSHION HEEL
7 8
FOSTER RUBBER CO.

It's also the reason why Cat's Paws wear longer than the ordinary kind.

Cat's Paws are made in black, white or tan—for men, women and children.

FOSTER RUBBER CO.
105 Federal Street, Boston, Mass.

Originators and Patentees of the Foster Friction Plug which prevents slipping.



THE summer cough is no longer to be pitied. For it is as unnecessary as it is annoying. Tourists, vacationists and out-of-door people in general can relieve their coughs and enjoy life with S-B Cough Drops. Pure. No Drugs. Just enough charcoal to sweeten the stomach.

Drop that Cough
SMITH BROTHERS of Poughkeepsie
FAMOUS SINCE 1847

THE SPICE OF LIFE

The Idler the Busier.—Curiosity, which is called idle, is always on the job.—*Albany Journal.*

A Deadly Difference.—Sometimes when Fortune seems to be smiling upon a mere mortal, she's merely laughing at him.—*Pittsburg Sun.*

Leap-Year Hint.—HE—" A real man is always willing to face the music."

SHE (significantly)—" Yes, even the well-known march from ' Lohengrin.' "—*Boston Transcript.*

Very Slight Mistake.—Two Japs at the opening baseball game stood uncovered during the playing of " How Dry I Am," thinking it was the American national anthem. — *From the Portland (Ore.) Oregonian.*

Safety First.—MRS. FIGGERS (with newspaper)—" Do you know, Henry, that every time you draw your breath some one dies? "

MR. FIGGERS—" Well, I'm sorry; but I can't help it. If I quit drawing my breath I'll die, too."—*The Classmate.*

Where Cleverness Was Required.—MRS. DE BOHN—" I think Professor Brayney is perfectly charming! He knows so much, and yet in conversation he doesn't make one feel like a fool."

MISS SNIPPEY—" Yes, isn't he clever? "—*Life.*

The Law of Supply and Demand.—THE CUSTOMER—" When will you be able to supply those goods I ordered, grocer? "

THE GROCER—" We expect to have a plentiful supply, ma'am, when the Prices Commission has given its consent to raise the prices."—*The Sydney Bulletin.*

Defined.—A teacher was reading to her class, when she came across the word " unaware." She asked if any one knew the meaning.

One little girl timidly raised her hand and gave the following definition:

" Unaware is what you put on first and take off last."—*New York Christian Work.*

" Has " or " Had "?—MILLIONAIRE—" Tell me, child—that young man of yours; has he any money? "

INNOCENCE—" Money, father? Why, he has just given me a cluster diamond ring, studded with pearls! "

MILLIONAIRE—" Yes, I know. Has he any money left? " — *London Weekly Telegraph.*

His " Pull."—One of the annoyances of the manager of a show is the " free list " in small towns, and it is his duty to look over the list when he arrives and do the necessary cutting. Edward Arnold, of " The Storm " company, tells of a manager of his company in the Middle West who found two seats allotted to the " bell-ringer," asked the house manager why, and was introduced to the man. " Why two seats? " he said.

" There's a curfew in this town," he said, " I am the bell-ringer. If I get the seats the bell gets a couple of light taps. If I don't it rings an hour."

" Where is the bell? "

" Next door." He got the seats.—*New York Post.*

Why Cuba Calls.—We fought for the freedom of Cuba in '98 and now we have to go there to enjoy it.—*Widow.*

One Convenience Not Wanted.—HOTEL CLERK—" With or without bath, madam?"

BOY—" Aw, mother, get it without a bath."—*Life.*

Chance for a Slip-Up.—" You know, my dear boy, we really gain by our trials in life."

" That depends altogether on what kind of lawyers we get to try them."—*Baltimore American.*

A Lady on Tour.—" Leaving us so soon, Bridget? "

" Yes, mum. I never stay long in one place."

" I see. You're one of those Cook tourists."—*Boston Transcript.*

Why He Saw Nothing.—FLATBUSH—" I passed your place some time ago, but I couldn't see anything in your garden yet."

BENSONHURST—" Well, it must have been after dark when my neighbor's chickens had retired for the night."—*Yonkers Statesman.*

Bringing the Argument to a Head.—" Don't moralize about this prohibition business. Just give me a bald statement of facts."

" The baldest I know of is that they are drinking up the hair-tonics of the nation."—*Baltimore American.*

Escaped His Deserts.—" You say you served in France? " asked the restaurant proprietor, as he sampled the new cook's first soup.

" Yes, sir, officers' cook for two years and wounded twice."

" You're lucky, man. It's a wonder they didn't kill you."—*The American Legion Weekly.*

Desperate, but Cheerful—

THE HOMELESS BELGIANS
HAVE NOTHING ON ME.

I want a 3- or 4-room modern house, flat, garage, or barn to live in. No objection to living over a hen-house if the roosters are equipped with Maxim silencers. Address N-1.—*Want Ad in the Sioux City Tribune.*

Behind the Scenes in Cinemaland.—FOOTPAD—" Hand over your money."

VICTIM—" Certainly, my good man. Now, I don't want to be personal, but you've got the very face I want for my new film, 'The Bad Man of Crimson Creek.' I'll give you fifty pounds a week for an exclusive contract. Can I tempt you? "—*Punch (London).*

Father Was Safe.—" Two men got into a fight in front of the bank to-day," said a man at the family tea-table, " and I tell you it looked pretty bad for one of them. The bigger one seized a huge stick and brandished it. I felt that he was going to knock the other's brains out, and I jumped in between them."

The family had listened with rapt attention, and as he paused in his narrative the young heir, whose respect for his father's bravery is immeasurable, proudly remarked:

" He couldn't knock any brains out of you, could he, father? "—*Boston Post.*

Cleveland-Buffalo Daily $4.63
Seeandbee

CLEVELAND & BUFFALO
C&B
SEEANDBEE
SEEANDBEE

Largest and most costly steamer on inland waters of world. 500 ft. long, 98 ft. 6 in. broad, 510 staterooms and parlors, accommodating 1,500 persons.

East or West—A Good Night's Rest

Let old Lake Erie lull you to sleep for one night of your trip—East or West. You'll find comfort and quiet on a completely appointed steamer and will wake up refreshed.

Great Ship "*Seeandbee*" and Steamers "City of Erie" and "City of Buffalo." Daily, May 1 to Nov. 15.

Railroad tickets between Cleveland and Buffalo good for transportation on our steamers.

Daylight trips every Saturday from July 17 to September 4.

Connections at Buffalo for Niagara Falls and all Eastern and Canadian points. At Cleveland for Cedar Point, Put-in-Bay, Toledo, Detroit and other points. Ask your ticket agent or American Express agent for tickets via C. & B. Line.

New Tourist Automobile Rate—$10.00 round trip with two days return limit for cars not exceeding 127 inches wheelbase. Cars over 127 inches wheelbase, $14.50 round trip. Tourist map for automobilists sent on request.

Daily Service—June 19 to Sept. 6, between Toledo and Buffalo, via Put-in-Bay and Cedar Point. Fare $5.56

Send 5 cents for colored puzzle chart of the Great Ship "Seeandbee." Also ask for pictorial booklet (free).

The Cleveland & Buffalo Transit Company, Dept. N, Cleveland, Ohio

Lv. Cleveland 9:00 p. m.
Ar. Buffalo 7:30 a. m.
Eastern Standard Time

Lv. Buffalo 9:00 p. m.
Ar. Cleveland 7:30 a. m.
Eastern Standard Time

C&B LINE

NIAGARA FALLS
LAKE ERIE
BUFFALO
CLEVELAND

IT'S ALL INSIDE
Geo. K. Bell

GOING CAMPING?

Do your cooking the Kampkook way and forget your camp fire troubles. This two burner sure fire stove is ready any time you want it. Set up and going in a jiffy; burns gasoline or distillate without smoke, soot or odor. Wind and trouble proof.

AMERICAN FOLDING
KAMPKOOK
THE IDEAL CAMP STOVE

All parts enclosed in steel case when not in use measuring 14x8x3 inches. Handy to carry anywhere; large enough for camp cooking. Sold by hardware and sporting goods dealers everywhere. Write for our folder on camping conveniences.

American Gas Machine Co.
818 Clark St.
Albert Lea, Minn.

Helpful Shoes

More widely than ever before in our 50 years of making helpful shoes these models are worn today:

Coward Arch Support Shoe
Gently and gradually remolds the delicate bony span that forms the arch and renews its normal usefulness.

Coward Bunion Shoe
Guards the bunion from outer bumps and knocks and permits it perfect comfort inside the shoe. Fits and shelters the joint.

Coward "Good Sense" Shoe
Foot-shaped, friendly, conforming. Clasping the heel and instep gently and giving the toes their full rights.

Coward "Nature Tread" Shoe
Has the straight inner line of the natural foot giving perfect balance. Supple, willing, considerate in shape.

For further descriptions and prices address Dept. F.

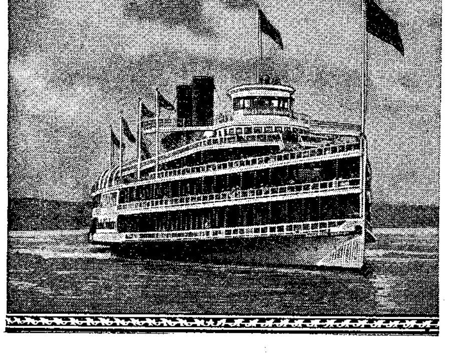
Sold Nowhere Else
JAMES S. COWARD
262-274 Greenwich St., N. Y.
(Near Warren St.)

The Coward Shoe
"REG. U. S. PAT. OFF."

PURITY CROSS
Deviled Ham
Seasoned for Savor-not to Hide Flavor
Mouth Watering-not Mouth Burning
Handy tins- All Quality Dealers
FREE BOOKLET
"The Daily Menu Maker"
PURITY CROSS MODEL KITCHEN
ORANGE, NEW JERSEY

Hudson River by Daylight

Cool satisfying comfort between
New York—Albany
and intermediate landings
SEASON MAY 15 TO OCT. 24
All through rail tickets between
New York and Albany accepted
Hudson River Day Line
Desbrosses St. Pier New York



THE ◆ LEXICOGRAPHER'S ◆ EASY ◆ CHAIR

Readers will please bear in mind that no notice will be taken of anonymous communications.

"H. C. G.," Anadarko, Okla.—"Kindly give me the meaning and pronunciation of the words *diva, ingênue, bouffant,* and *berserk.*"

(1) *Diva,* "A female operatic singer of celebrity; a prima donna," pronounced *di'va—i* as in *police, a* as in *final;* (2) *ingênue,* "1. A young woman or girl who is artless, ingenuous, or innocent. 2. *Theat.* The representation of an artless or ingenuous character; also, an actress who fills such a rôle," pronounced *an''ze''nu'—a* as in *fat,* first *n* with a nasal sound, *z* as in *azure, e* as in *prey, u* almost as in *due.* (3) *bouffant,* "Puffed out; full, as the drapery of a skirt," pronounced *bu''fan'—u* as in *rule, a* as in *art, n* with a nasal sound; (4) *berserk,* "1. In Norse legend, a warrior who fought with a frenzied fury known as the 'berserker rage,' who could assume the form and ferocity of wild beasts, and whom fire and iron could not harm," pronounced *bur'sark —u* as in *burn, a* as in *final.*

"H. L. A.," Washington, D. C.—"Is the expression 'Who's who' correct? What does it mean?"

The expression "Who's who" is said to have originated from the question "Who is he?" and is a colloquialism established as an English idiom and used as a book title.

"J. P. D.," Rocky Mount, N. C.—"Please give me some information concerning the song 'Yankee Doodle.'"

The origin of the words is entirely obscure. The statement is made in Duyckink's "Cyclopædia of American Literature," and also by Mary Mapes Dodge ("Hans Brinker," p. 33, s. 1891), that it was taken from an old Dutch harvest-song, the refrain of which, as quoted from the latter book, was:

> Yanker didee *doodle* down
> Didee dudel lawnter;
> *Yankee* viver, voover, vown,
> Botermelk und Tawnter.

Edward Everett Hale attributes the present version to Edward Bangs, who graduated from Harvard in 1777. The most popular theory, however, assigns the authorship to Dr. Richard Shuckburgh, an English surgeon and wit, who wrote the verses in 1775 to deride the fantastically uniformed Colonial troops. The tune has been ascribed to various countries and even carried back to the medieval church, but most probably had its origin in England. It occurs in "Two to One," an opera of Samuel Arnold's, London, 1784.

"N. L. G.," Spokane, Wash.—"(1) Which is correct, 'Am in receipt of a letter urging you and *I* to come to Chicago' or ' . . . urging you and *me* to come to Chicago'? (2) Should one say 'Mr. *Jones*' dog,' or 'Mr. *Jones's* dog'?"

(1) *Me* is correct—" . . . a letter urging . . . *me* to come to Chicago." (2) Singular monosyllabic nouns ending in a sibilant sound (*s, x, ce, se,* or dental *ge*) add the apostrophe and *s,* except when the following word begins with a sibilant sound; as, *James's* reign; *Jones's* hat; a *fox'* skin. So, "Mr. Jones's dog" is what one should write.

"U. W. C.," Winthrop, Mass.—"I have always heard the word *laundry* pronounced *lawndry,* but in several dictionaries I find it given *laundry, a* as in *arm.* Which is correct?"

The word *laundry* is pronounced *lan'dri—a* as in *art, i* as in *habit;* or *lon'dri—o* as in *or, i* as in *habit.* The first pronunciation indicates North British and American usage; the second, usage in southern England.

"J. N. H.," Fellows, Cal.—"The plural of *mongoos* is *mongooses.*"

"M. S. D.," Aurora, Mo.—"Please explain why Italy left the Triple Alliance."

In 1914 Germany claimed to be bound by the treaties to protect Austria against attack by Russia. Italy, however, denied that Austria was attacked, insisted that Austria was the aggressor, that her designs in the Balkans would endanger Italy's own safety, declined to fight in the Triple Alliance, and, later, entered the war against her former allies

"R. P. F.," New York, N. Y.—"We have adopted the forms *instal, instalment; enrol, enrolment.* Now, it is plainly obvious that we can not use the form *instaled,* for if we do we should imply the long sound for the 'a.' So the question has arisen whether we should write *enroled* or *enrolled.* What is your opinion?"

Spell the words *enrolment* and *instalment* with one "l," but the past tense of the verb *install,* with two—*installed.* So, also *enroll—enrolled.* These spellings are in harmony with the genius of the English language, and altho the double letter in the case of the word *enroll* violates the etymology, for the word is derived from the French, in which there is only one "l," the doubling of the consonant is frequently found in English In so far as *install* is concerned, the word coming from the French through the Latin has two "l's."

"E. W. C.," Jackson, Miss.—"Kindly give me the correct pronunciations of *armistice* and *Tolstoy.*"

Stress the first syllable of *armistice* and not the second—*ar'mi-stis—a* as in *art,* first *i* as in *habit,* second *i* as in *hit.* The name *Tolstoy* is pronounced *tol-stoi'—o* as in *not, oi* as in *oil.*

"J. F. H.," Sioux City, Iowa.—"I have recently seen the word *intransigent* several times. Has it always been in common use, or has it been obsolete and is now coming into use?"

Intransigent has been in use since 1881 and means, "Refusing to agree or compromise; irreconcilable: said especially of a political faction."

"R. E.," Jefferson City, Mo.—"(1) What is the plural of the word *coffee?* (2) Was it Napoleon who said 'Beyond the Alps lies Italy'?"

(1) The plural of the word *coffee* is formed regularly, the addition of *s—coffees.* (2) The saying is commonly attributed to Hannibal. Consult Livy's "The History of Rome" (book xxi, chapters 29, 30) for the following: " . . . the Alps in sight, the other side of which was Italy, should they halt through weariness at the very gates of the enemy . . . etc." Also, consult Livy's "Roman War with Hannibal," and "Scenes from the Life of Hannibal," by W. D. Love.

"D. B. L.," Kenova, W. Va.—"Who is the author of, and in what poem will I find the quotation, 'Federation of the world'?"

"In the Parliament of man, the Federation of the world," occurs in Alfred Tennyson's "Locksley Hall."

"L. F. P.," Raymondville, Texas.—"(1) Kindly give me the correct pronunciations of the words *debacle* and *debouch.* (2) Is there such a word as *air-plane?*"

(1) The words are pronounced as follows: *debacle, di-bak'l—i* as in *habit, a* as in *fat,* or *di-ba'kl—i* as in *habit, a* as in *art; debouch, di-bush'—i* as in *habit, u* as in *rule, sh* as in *ship* (2) An *air-plane* is an aeroplane.

"J. H. S.," Galesburg, Mich.—"What is the reference to when the expression 'High as Gilderoy's kite' is used?"

The expression "higher than Gilderoy's kite," meaning "exceedingly high," is an allusion to a celebrated robber Gilderoy, who was hanged in Edinburgh in 1636 on an unusually high gallows.

"W. E.," New York, N. Y.—"Please give me the meaning of the words *bromide* and *bromidic* as used in many recent editorials."

The word *bromide* is slang for one who utters platitudes; a commonplace bore. *Bromidic* means "commonplace; inevitable; obvious; sedative."

"L. M. P.," Puyallup, Wash.—"(1) What is the correct spelling of the word *chandicler?* During the past week, I have come across three different spellings of the word. (2) Who is the author of the following verse?"

> 'And o'er the hills, and far away
> Beyond their utmost purple rim,
> Beyond the night, across the day,
> Thro' all the world she followed him.'"

(1) The correct spelling is *chanticleer.* (2) The quotation is from Tennyson's "The Day-Dream," *The Departure,* iv.

"R. S.," Kenton, Tenn.—The plural of *tenderfoot* is *tenderfoots.*

"J. I. S.," Takoma Park, D. C.—"What are the 'seven seas'?"

The *seven seas* are—the North Atlantic, the South Atlantic, the North Pacific, the South Pacific, the Indian Ocean, the Arctic Ocean, and the Antarctic Ocean.